

Regional Sales Manager - MOXY Utrecht



Locatie **Utrecht, Utrecht**
<https://www.advertentieX.nl/x-1244393-z>



NEW HOTEL - MOXY UTRECHT - OPENING 2 JUNE 2021*
 WELCOME TO MOXY HOTELS. READY FOR ANYTHING.

At Moxy Hotels, we don't take ourselves too seriously. But we're seriously into showing you a good time with small but smart rooms, stylish communal spaces and bars you'll love. Our lobbies aren't just for sitting. They're for hanging out. Taking care of business. And when the sun goes down, turning up the volume.

CHECK IN AT THE BAR

Forget the front desk. Moxy instantly eases you into a playful stay with a complimentary cocktail to go along with your room key when you check in at the bar. We're accommodating like that.

COMPLIMENTARY DRINK AT CHECK IN

Bar Moxy is the heartbeat of our hotels. You can have a blast with your closest friends or make new ones over hand-crafted drinks, small plates and bumping background music. It even serves double duty as our front desk. So stop by for your room key and a cocktail. On us.

ROOMS FOR PLAY

Size matters. That's why we broke the rules and designed our hotel rooms to maximize every inch of

space. They're full of little surprises and big delights like motion activated LED guidelights and walk-in wardrobes. And, of course, we have a bar, a lounge, a kitchen and a rooftop terrace. It's all yours to enjoy.

Snacks and beverages are available 24/7 to satisfy your cravings. From delicious breakfast items to healthy nibbles, we've got something for every taste. We'll even craft a fresh, extra-hot decaf-nana soy double-shot latte to make mornings more bearable.

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Job Description

We are looking for a Regional Sales Manager (Dutch Speaking).

The Regional Sales Manager is accountable for proactively soliciting and handling sales opportunities for our hotels in the Netherlands: Courtyard Amsterdam Arena Atlas and the brand new Moxy Utrecht. You will be able to demonstrate that you are an individual that regularly exceeds their goals. You will focus on the transient and Group segments including special corporate and leisure for each hotel by contracting local and National companies, achieving participation in corporate travel programs and working with wholesalers to drive leisure demand. You will work with the Global Sales Organisation and individual company's procurement departments as well as with wholesale partners. You assist in leading all day-to-day activities related to sales with a focus on building long-term, value-based customer relationships that enable achievement of sales objectives.

You report to the Corporate Commercial Lead.

KEY RESPONSIBILITIES

1. Build successful relationships that generate sales opportunities

Build and strengthen relationships with existing and new customers

Work collaboratively with off-property sales channels to ensure sales efforts are coordinated, complementary and not duplicated

Manage and develop relationships with key internal and external stakeholders

2. Manage Sales activities

Participate in sales calls to acquire new business and/or close on business

Activities include sales calls, entertainment, FAM trips, trade shows, etc.

Execute and support the operational aspects of business booked (e.g., generating proposal, writing contract, customer correspondence)

3. Use knowledge of market trends and target customer information to maximise revenue

Identify new business to achieve personal and location revenue goals

Understand the overall market - competitors' strengths and weaknesses, economic trends, supply and demand etc. and know how to sell against them

Serve the customer by understanding their business, business issues and concerns, to offer better business solution.

4. Provide exceptional customer service

Support the company's service and relationship strategy, driving customer loyalty by delivering service excellence throughout each customer experience.

Service our customers in order to grow share of the account.

Interact with guests to obtain feedback on product quality and service levels.

Job Requirements

The ideal candidate

Has 2 to 5 years' pro-active sales experience in hospitality industry or related professional area

Has worked in B2B Sales of Hospitality- or Professional Services

Has worked in companies that were an integrated part of international firms

Is a EU-Citizen or unlimited EU-working permission holder

Has a BA or master's in economics with Major in Hospitality Management

Language Skills: excellent written and spoken Dutch and English

Is a team player and is entrepreneurial

Has affinity with Moxy DIY Concept and next generation travellers

QUALIFICATIONS

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