

Cluster Sales Manager MICE - Hilton Amsterdam



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentiax.nl/x-1271634-z>



Hilton Amsterdam vacatures

Sluit je aan bij het klassieke en iconische Hilton Amsterdam!

Hilton Amsterdam is een gerenommeerd hotel met 271 hotel kamers en 21 conferentie en vergaderzalen, op een unieke locatie binnen het Apollo kwartier in Amsterdam-Zuid. Het hotel behoort tot de top 15 conferentie hotels in de regio's Europa, Midden-Oosten en Afrika.

Het hotel is bekend om de John Lennon and Yoko Ono's 1969 'bed-in for peace' en Hilton's allereerste hotel in Nederland. Het iconische hotel is gebouwd volgens Plan Zuid, een district ontworpen door de bekende architect Berlage. Het is gelegen op loopafstand van het centrum, museumplein en het Concertgebouw.

Hilton Amsterdam beschikt over verschillende toonaangevende bar- en restaurant faciliteiten, waaronder de Half Moon Lounge, Cafe Issimo, the Pavilion en River Dining. Roberto's Restaurant serveert zowel ontbijt als een hoog niveau a la carte menu tijdens lunch en diner. Bovendien is Room Service 24 uur per dag beschikbaar.

Met ons enthousiaste en gepassioneerde team hebben we een gezamenlijk doel en dat is het overtreffen van de verwachtingen van onze gasten door dagelijks onze uitstekende dienstverlening en hoge product kwaliteit te blijven verbeteren. Creatief, innovatief, een geweldige uitstraling... Hilton Amsterdam!

Hebben wij te interesse gewekt? Aarzel niet, solliciteer nu en word deel van de Hilton familie!

Join the team that's always #TeamHilton. We offer extensive development opportunities, a supportive learning environment, a leadership development program and a culture that values your wellbeing. You have all of the resources you need to succeed.

Six unique properties with three different brands located in the key cities of the Netherlands are represented by the Dutch Cluster Sales Team.

What will I be doing?
 As a Cluster Sales Manager International MICE, you will hunt for new business opportunities, manage

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current accounts and analyze local market trends to execute strategies that keep the hotel a leader in the marketplace.

Specifically, you will be responsible for performing the following tasks to the highest standards:

Responsible for international and domestic MICE account in their area of remit and actively maintain relationships with key local customers in their area of remit.
Responsible for Demand Generation and Conversion of bookings together with the on property Meeting & Event Teams and Hilton Worldwide Sales.
Organize familiarization trips and travel to tradeshow to represent the cluster or individual hotels.
Perform site inspections and bookers presentations for accounts and prospects.
Initiate creative sales races and blitzes in relevant markets and areas.
Responsible for driving and networking the Hilton Worldwide Sales organizations in their Region to drive incremental revenue into the Hotels in their area of remit.
Weekly and Monthly updates on account development, lead generation and prospecting via sales reporting tools.
Monitor performance on a monthly basis in order to review variances, pace and developments.

Job Requirements

What are we looking for?

A Cluster Sales Manager serving Hilton brands is always working on behalf of our Guests and working with other Team Members. To successfully fill this role, you should maintain the attitude, behaviors, skills, experience and values that follow:

A minimum of 2 years pro-active sales experience in the hospitality or leisure industry.
A proven track record of sales successes.
Ability to work under pressure and under own initiative
Passion for sales and for achieving targets and objectives
Fluent in English both oral and written communication preferred Dutch.
Extensive knowledge of Microsoft Office
Driver's license.
Degree-level qualification in a relevant field

What will it be like to work for Hilton?

Hilton is the leading global hospitality company, spanning the lodging sector from luxurious full-service hotels and resorts to extended-stay suites and mid-priced hotels. For nearly a century, Hilton has offered business and leisure travelers the finest in accommodations, service, amenities and value. Hilton is dedicated to continuing its tradition of providing exceptional guest experiences across its global brands. Our vision to fill the earth with the light and warmth of hospitality unites us as a team to create remarkable hospitality experiences around the world every day. And, our amazing Team Members are at the heart of it all!
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