

Sales Manager - Premier Suites Plus Rotterdam (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentiax.nl/x-772472-z>











Het nieuwe PREMIER SUITES PLUS Rotterdam is sinds juni 2017 geopend. PREMIER SUITES PLUS Rotterdam combineert de stijl en gastvrijheid van een luxueus hotel met de ruimte en rust van volledig ingerichte appartementen. Onze 104 appartementen zijn onderverdeeld in 1-Slaapkamer Appartementen en Superior Appartementen met slaapbank.

Dankzij de centrale ligging in het centrum van Rotterdam, recht tegenover het Centraal Station, zijn zowel de zaken-, winkel- en amusementswijken heel gemakkelijk bereikbaar. Daarom is PREMIER SUITES PLUS Rotterdam de ideale accommodatie voor zowel korte als lange verblijven in Rotterdam. Onze gasten mogen gebruik maken van onze moderne fitness faciliteiten om zo een gezonde levensstijl te onderhouden.

Job Description
 Scope & General Purpose:
 To sell and promote the hotel services to new and existing guests and clients.

Principle Responsibilities

General:
 To enthusiastically sell and promote the hotel as a high quality product;
 To play a vital role in maintaining the standards of the hotel and surpassing clients expectations by using the following improvement strategies:
 To use knowledge and skills in the company's products, services, and when necessary, to sell other reasonable products made by management.
 To source corporate business;
 To work from mailing lists;
 To source and manage suitable websites;
 To target new companies by industry;
 To target cities nationwide;
 To reach agreed targets, as set out by the General Manager and Company Directors.

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Servicing Existing Business:

- To maintain regular contact with both bookers and stayers at the hotel, by phone and appointment;
- To ensure that the client database is kept up to date.

Servicing New Business:

- To handle new enquiries in a professional and efficient manner, and without delay;
- To provide show-rounds to potential clients, with prompt follow-up.

Communication & Team Work:

- To provide a weekly activity and sales report to the General Manager;
- To assist with corporate events;
- To attend trade promotions;
- To attend networking events;
- To lead by example specifically with regard to personal presentation, punctuality, attendance, application to work, team work and customer care.

Cost Control:

- To be aware of and endeavour to minimise the costs involved in promoting the company's properties;
- To ensure that all expenses are signed off by the General Manager before submission for payment;
- To provide a monthly attendance sheet to the Human Resources Department including holidays taken, sick days or absences for other reasons.

Health & Safety:

- To be aware of company Health and Safety policies and procedures;
- To promote safety at all times to colleagues and clients alike.

Job Requirements

Your profileConditions:

- Diploma: professional bachelor Hotel management of bachelor Tourism;
- Work experience: experience required in similar function;

Knowledge and meaningful skills:

- Fluent in Dutch and English, knowledge of German;Knowledge of software packages and internal procedures;Knowledge of business-related software packages. Competencies Customer orientation Taking action according to the needs and wishes of the guests.

Flexibility

- Being able to change your behaviour under any circumstances in order to work and act in an effective

and target directed manner.

Co-operation

To deliberate, making agreements and work together when conducting assignments and projects.

Creativity and innovation

Being able to come up with alternatives.

Planning - organizing structuring

Plan and organize activities and assignments.

Performance motivation

Improve (own) performances and results spontaneously.

Communication

Communicates messages in a clear way.

Systems analysis

Being able to get a good overview of a complex matter.

Punctuality

The ability to work closely with an eye for detail.

Listening skills

Being able to identify the essence of a message and get others to promote it.

Stress resistance

Being able to act effectively and operate under time pressure, when experiencing resistance, during setbacks and in tense and uncertain circumstances.

Guidance

Give guidance to employees so that they can achieve their objectives.