

Account Manager - MoxyResidence Inn Houthavens (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentieX.nl/x-826531-z>

You don't just apply to join our team and be a Cycadette, you audition. Genuine star power and an obsession with making guests happy are the minimum requirements to get you through the door, and if it sounds like we're asking a lot, it's because we offer plenty in return. You'll love being a Cycadette but you've got bills to pay as well, so we combine all the fun on offer with rates of pay and other benefits that are competitive and then some.

We never stop getting better and we want you to do the same, whether that means sampling different departments or moving up the career ladder. When you work for Cycas there's no such thing as good enough, only as good as you can be. Cycas never stop growing and developing, and neither will you.

We at IJview Hotels have a team of dedicated crew members that get to be their true selves so that they can deliver positively OUTRAGEOUS service! We put people at the heart of everything we do and are always looking to recruit a friendly, spirited, outgoing individuals for our two brands!

We are the first dual branded property in The Netherlands; 2 hotels operating in 1 building! Residence Inn by Marriott is an extended stay brand whereby our guests stay for longer periods of time. It is up to us to make them feel at home with our family of associates! All rooms are suites with more living and working space than you would find in any other hotel room, including a fully equipped kitchen in every suite! Our guests want to Maximize their stay and we are here to help them do that; by offering grocery services, complimentary daily breakfast and of course refer them to the places to be in Amsterdam!

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can deliver positively OUTRAGEOUS service! We put people at the heart of everything we do and are looking to recruit a friendly, spirited, fun and outgoing new Sales & Revenue Trainee for the Moxy & Residence Inn!

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#ATTHEMOXY we created a free-spirited place where our guests can do all that crazy stuff they would never think of doing at home, together with likeminded spirits they had otherwise never met! The Wi-Fi is speedy and the cushy beds are freshly made, but more importantly, the bar is always open and the crew' is always on duty to serve. Our crew can do it all! Bartender, greeter, front desk attendant, speedy internet surfing problem solver all you, all of the time.

Job Requirements

General Mission:

As account manager you are responsible for maximizing revenue opportunities for our hotels by driving new business for our corporate accounts. You analyse local market trends and competitor activity to recommend strategies that ensure the hotel has a competitive advantage. You know like no other how to build a lasting relationship with our potential guests. You are ambitious and driven to increase our revenues and have a result driven can do attitude. You are someone that is in it to win it and knows how to network.

Tasks & Responsibilities: Proactively analyze local market trends and competitor activity to identify new opportunities to drive repeat/new businessRepresent Moxy Amsterdam and Residence Inn Amsterdam during network events, trips, trade fairs and sales trips.Develop customer accounts and travel within the local area to drive business into our hotels and to increase market share in all revenue streamsContract new prospect accounts both in the Corporate, Extended Stay and MICE segment in order to achieve hotel revenue targets.Build and strengthen relationships with our existing customers to enable future bookingsPerform site inspections and bookers presentations for accounts and prospects.Initiate creative sales races and blitzes in relevant markets and business areas.Actively participate during sales strategy meetings and build up a sales & marketing plan to achieve goals together with the sales team.

Candidate profile Previous work experience in hotelsPrevious experience working in a sales roleIs creative, enthusiastic and can think without a box.Can work under high pressure, is a self-starter and a team player who can communicate on different levels.Excellent organizational, administration and analytical skills.Is eager and result driven.Commitment to delivering a high level of customer

service. Excellent grooming standards. Excellent speaking and writing in Dutch and English. Commercial attitude and driven to reach targets. Education in hotel management or similar education. Follow Marriott's brand standards and is familiar with Microsoft Office and preferably Opera. Is key in acquisition of new accounts as well as in managing and developing effective relationships with current clients.

What we offer you! A fun, spirited workplace where we put people at the heart of everything and our team gets to be their true self! A family of associates with a work hard, play hard mentality. The best project you will ever work on is you! So let us help you grow with our guidance, training and career possibilities! Get fit with your colleagues during our Fitness Fridays! Quarterly Personal Journeys; set your own goals and get rewarded when achieving them! Feed your wanderlust with discounts in over 6500 Marriott!