

Sales Executive - PPHE Hotel Group (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentieX.nl/x-829855-z>



PPHE Hotel Group is a Guernsey registered company and through its subsidiaries, jointly controlled entities and associates, owns, leases, operates, franchises and develops full-service upscale, upper upscale and lifestyle hotels in major gateway cities, regional centres and select resort destinations, predominantly in Europe.

The majority of the Group's hotels operate under the Park Plaza® Hotels & Resorts or art'otel® brands. The Group has an exclusive licence from Radisson Hotel Group of the world's largest hotel groups, to develop and operate Park Plaza® Hotels & Resorts in Europe, the Middle East and Africa.

The art'otel® brand is wholly owned by the Group.

The Group has a controlling ownership interest (51.97% of the share capital) in Arena Hospitality Group, one of Croatia's best-known hospitality groups.

The Group's portfolio of owned, leased, managed and franchised hotels comprises 39 hotels offering a total of nearly 9,000 rooms. The Group's development pipeline includes two new hotels which are expected to add an additional 500 rooms by the end of 2022.

Company websites:
www.pphe.com

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www.arenahospitalitygroup.com
www.parkplaza.com
www.artotel.com
www.arenaturist.com

Job Description
 As a Sales Executive you'll be part of an energetic and dedicated team representing two outstanding properties in central Amsterdam: Park Plaza Victoria Amsterdam and art'otel Amsterdam. These two flagships are enjoying exciting times, as the Park Plaza Victoria Amsterdam is currently finishing on

extensive renovation and you will play a key role in launching this new product, which is now fully complementing the art'otel amsterdam. Description of the Brands, people and properties you'll work with - Park Plaza - we love to celebrate the individual. We believe every one of our team members has a contribution to make and a personalized touch to share with our guests and colleagues. We're always striving for excellence and know that as we invest in our team members, they'll invest in us. For an engaging work environment where the little things are celebrated along with the major milestones, you've come to the right place. art'otel - we aim to fan the flames of your imagination by sharing our enthusiasm for art and our passion for hospitality. We're here to make things happen, to advise and surprise, and, above all, to make you smile. Our service style is attentive but understated, and our aim is to exceed your expectations. Nothing is too much trouble and we're only too willing to help. Together we are art'otel.

Main role and objectives: As Sales Executive you will be responsible for maintaining and growing the corporate customer database and for driving relationships for Park Plaza Victoria Amsterdam and art'otel amsterdam. You will be an expert in the market, making sure both flagship hotels fully complement each other by finding the right piece of business for each hotel end therefore increasing market share for our hotels. Job role responsibilities: Maintain and lead key customer relationships, negotiate preferred partnerships and solicit Meetings and Events Request for Proposal's To grow customer relationships and drive customer loyalty Build up and secure a new database across targeted industries and proactive management of these accounts, to retain and grow room night and revenue production. Ensure that sales activities are maximized to increase in/out bound spend across markets and travel to the source markets attending key client events/visits. Support and cooperate with the group reservations team and meeting & events team to ensure that business targets are achieved. Create, implement and execute a strategic sales action plan for both hotels Assistance to Hotel / General Manager with introducing the new Park Plaza Victoria product to the market and increasing awareness of both brands. To be fully conversant regarding account statistics, production figures, market share, discretionary business, feeder market analysis and business patterns for all accounts managed. Keep abreast of all industry and account current affairs to identify how these could have a positive or negative effect of revenue streams and action accordingly. Promote all marketing opportunities with client base (Radisson Rewards) To be responsible for attracting and maintaining relationships with the entertainment market.

Job Requirements

What we are looking for: Energetic, enthusiastic, creative and an entrepreneurial spirit The confidence to become the ambassador' of Park Plaza Victoria Amsterdam and art'otel amsterdam, a strong network within target industries Experience in high end boutique & lifestyle hotels A passion for art, culture and lifestyle The desire to meet and entertain clients A creative and out of the box business mentality A results driven and a strong track record of multiple year in sales management in a 4 or 5 star market Solid understanding of the Dutch and English language both in speaking and writing Detailed understanding of how to use analysis to understand key business indicators Solid teamwork and interpersonal skills, with the ability to communicate and gain confidence of internal customers, support teams and management at all levels We love seeing our team members fulfill their potential and always work together to achieve more with our Learning & Development offering, enhanced training and benefits. You will be invited to an

Inspiring Stay in your hotel, so that you can live the experience and you will also benefit from our Team rates and Friends & Family rates available in all hotels of PPHE Hotel Group and Radisson Hotel Group worldwide! On top of this, you will be driving an Audi A1 lease!