

Sales Manager - MoxyResidence Inn Houthavens (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentieX.nl/x-831798-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!

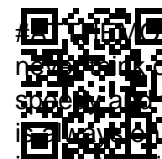
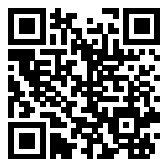
We are the first dual branded property in The Netherlands; 2 hotels operating in 1 building! Residence Inn by Marriott is an extended stay brand whereby our guests stay for longer periods of time. It is up to us to make them feel at home with our family of associates! All rooms are suites with more living 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!

At Cycas Moxy we are a fun, free-spirited place where our staff do all the crazy stuff that makes us who we are. We're doing it all together in a relaxed space with no other rules but the one that says: be the cussiest, most freshly washed, most involved, the bar is always open and we are always ready to serve you. Our crew are our partners in crime, front of house, back of house, internet surfing problem solver all you, all of the time.

Got excited? Give Margaux van Rhee or Kitty van Laar a shout out on social media or send us an e-mail at amhr@moxym.nl in Amsterdam.

Job Description
 General Manager

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The Sales Manager will maximize revenue opportunities for both hotels by driving sales leads and increasing conversions. You will analyze local market trends and competitor activity to recommend strategies that ensure the hotel has a competitive advantage. You are key in ensuring the hotel develops future and repeat business.

You contribute to the first impression of our guests for Moxy and Residence Inn and therefore we need you to perform the following tasks to the highest standards:

Must possess hands-on and successful experience in managing all the key operations functions required of a Sales Manager, also a comprehensive understanding of functions such as finance, sales, revenue and e-commerce.

Excellent interpersonal skills, capable of maintaining presence and communicating effectively at all levels within the hotel, Marriott Hotels and Cycas and other key stakeholders.

Must be a strong leader who has empathy and an ability to motivate and mentor others to deliver the agreed operational strategy and desired outcomes within allocated time frames.

Be a self-starter with excellent attention to detail and have the ability to establish a process for activities that lead to the implementation of the agreed operations strategy, systems, procedures or outcomes.

Be able to foster collaboration with all stakeholders and has experience to influence others inside and outside of the organisation in a planned, well-informed way to ensure quality results.

Ability to take initiative to identify, prioritise and implement actions required to completion and ensure deadlines are met. Ability to work well under pressure and effectively handle multiple and concurrent demands. Ability to collaborate with others and act in an objective manner to stay on track to achieve goals.

The ability to readily modify, respond to and integrate change with minimal personal resistance. Must be able to adapt to changing environments and readiness to travel.

Comfortable with accountability and makes considered business decisions willingly and in an analytical and strategic manner.

Must possess the ability to recognise and adapt to different cultures.

Demonstrates the highest standards of ethical behaviour and absolute discretion with people and sensitive information.

Must possess strong analytical skills and the ability to communicate the results clearly, through monthly performance reports and other relevant sources like Marriott guest feedback, TripAdvisor, Guestvoice etc

Proactively analyze local market trends and competitor activity to identify new opportunities to drive repeat/new business from customers

Develop customer accounts and travel within the local area to drive business into our hotels and to increase market share in all revenue streams

Contract new prospect accounts both in the Corporate, Extended Stay and MICE segment in order to achieve hotel revenue targets.

Perform site inspections and bookers presentations for accounts and prospects.

Represent Moxy & Residence Inn during workshops, trade fairs and networking opportunities

Initiate creative sales races and blitzes in relevant markets and business areas.

Devising and adapting the Sales strategy through the analysis of information and data, to maximize opportunities.

To fully understand the needs of the customer and strive to meet or exceed those expectations at all times

Versatile and positive in developing and managing customer relationships with a high standard of communication

To comply with all systems, procedures and M&E best practice as laid down by Marriott.

Ensure that all activities are in compliance with national laws and regulations, and Marriott's Worldwide's operating policies, processes and systems.

Set-up proper billing accounts according to Accounting policies.

Knowledge of P&L statements, operating budgets, forecasting and scheduling, and the reporting of financial data.

Job Requirements

Candidate profile

Previous work experience in hotels

Previous experience working in a sales role

Is 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.