

Director of Sales-MOXY Hotels - Belvar (0 EUR)





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Sales-MOXY

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Locatie Noord-Holland, Amsterdam

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MOXY Hotels Together with Marriott and Vastint, Belvar has developed Europe's newest hotel brand. MOXY hotels are designed to capture the rapidly emerging next-generation traveller. The brand combines contemporary, stylish design, approachable service, latest technology and, most importantly, an affordable price. It's the new way of travelling!

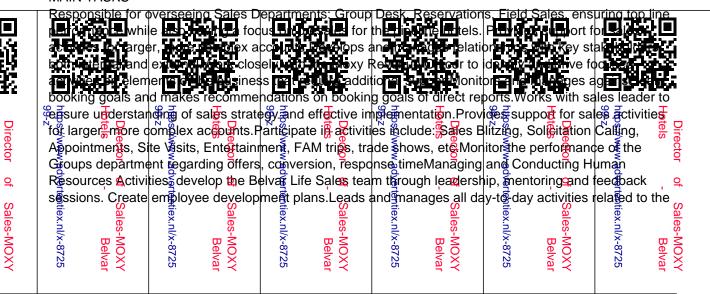
Job Description

the next 10 years.

MISSION

As Moxy Sales Officer (DOS) you are driving top line performance and expand existing business through promotional efforts and sales channels. Developing the sales associates and grooming a high-performing sales team.

MAIN TASKS



sales function with a focus on building long-term, value-based customer relationships that enable achievement of property sales objectivesParticipate in the forecasting process in conjunction with the Revenue Department to insure accurate, timely and complete information. Actively participate with the preparation of the annual Sales and Market Plan. Communicate quarterly updates. Execute initiatives; implement strategies to offset changes in markets, economy or driven by the competitive set. Contribute, produce accurate and timely reports for Belvar Life Management MeetingResponsible for pre-opening tasks for new hotels: pre-opening sales, business development, positioning, industry relations, opening events

Job Requirements

KNOWLEDGE / EDUCATION / EXPERIENCE3-5 years sales leadership experience with a degree from an accredited university in Business Administration, Marketing, Hotel and Restaurant Management, or related major. Fluent command in English. French, German, Italian is a plusTeam player and entrepreneurialAffection with Moxy DIY Concept and next generation travellersCOMPETENCIES / SKILLS High level of honesty, integrity, commitment and responsibilityAble to resolve problems and conflicts and a professional and tactful mannerPositive attitude and good communication skillsCommitment to delivering a high level of customer serviceStrong leadership skills, whereas it is evident that you can effectively manage and motivate a team to perform beyond expectationsStrong analytical skills so to understand key business indicators and competitive trends and develop approaches to these challengesExcellent selling capabilities and the ability and to coach selling techniques to direct reportsStrong time management and organisational skillsFlexibility to respond to a range of different work situationsAbility to work well under time pressure and/or demanding travel schedulesAble to resolve problems and conflicts and a professional and tactful mannerPERSONALITY Driven, competitive, confidentFast work paceAbility to see the BIG pictureAdditional information

REPORTS TO
Director of Sales and Distribution

LOCATION Belvar - Amsterdam

TRAVEL REQUIREMENTS 40%