

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



Locatie

Noord-Holland, Amsterdam

<https://www.advertentieX.nl/x-872599-z>



Belvar is a hotel management and development company, operating a portfolio of 14 hotels at prime locations across Europe, with 14 additional hotels scheduled to open in 2018-19. Belvar operates today 3 Courtyard by Marriott and 11 MOXY hotels in franchise agreement with Marriott International. Our team consists of experienced hoteliers, who support our real estate partner (VASTINT) within the entire process of founding and operating a brand-new hotel chain called MOXY Hotels. Marriott selected Belvar to be the first and preferred operator of MOXY Hotels, with a target of opening 150 MOXY hotels within the next 10 years.

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

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

Responsible for overseeing Sales Departments: Group Desk, Reservations, Field Sales, ensuring top line performance while maintaining focus on key accounts for the portfolio of hotels. Provide support for a portfolio of larger, more complex accounts, develops and maintains relationships with key stakeholders internally and externally, closely with the Moxy Revenue Manager to identify and drive food and beverage elements of the business. In addition, monitor and manages agency sales, booking goals and makes recommendations on booking goals of direct reports. Works with sales leader to ensure understanding of sales strategy and effective implementation. Provides support for sales activities for larger, more complex accounts. Participate in activities include: Sales Blitzing, Solicitation Calling, Appointments, Site Visits, Entertainment, FAM trips, trade shows, etc. Monitor the performance of the Groups department regarding offers, conversion, response time. Managing and Conducting Human Resources Activities develop the Belvar Life Sales team through leadership, mentoring and feedback sessions. Create employee development plans. Leads and manages all day-to-day activities related to the



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>



Director of Sales-MOXY Hotels - Belvar

<https://www.advertentieX.nl/x-8725>

sales function with a focus on building long-term, value-based customer relationships that enable achievement of property sales objectives Participate 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 Meeting Responsible for pre-opening tasks for new hotels: pre-opening sales, business development, positioning, industry relations, opening events

Job Requirements

KNOWLEDGE / EDUCATION / EXPERIENCE 3-5 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 plus Team player and entrepreneurial Affection with Moxy DIY Concept and next generation travellers **COMPETENCIES / SKILLS** High level of honesty, integrity, commitment and responsibility Able to resolve problems and conflicts and a professional and tactful manner Positive attitude and good communication skills Commitment to delivering a high level of customer service Strong leadership skills, whereas it is evident that you can effectively manage and motivate a team to perform beyond expectations Strong analytical skills so to understand key business indicators and competitive trends and develop approaches to these challenges Excellent selling capabilities and the ability and to coach selling techniques to direct reports Strong time management and organisational skills Flexibility to respond to a range of different work situations Ability to work well under time pressure and/or demanding travel schedules Able to resolve problems and conflicts and a professional and tactful manner **PERSONALITY** Driven, competitive, confident Fast work pace Ability to see the BIG picture Additional information

REPORTS TO

Director of Sales and Distribution

LOCATION

Belvar - Amsterdam

TRAVEL REQUIREMENTS

40%