

Cluster Sales Manager - Crowne Plaza Utrecht Central Station (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentieX.nl/x-908385-z>

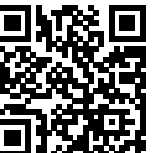
In het vierde kwartaal van 2019 opent, in het spectaculaire Poortgebouw in Utrecht Crowne Plaza Utrecht Central Station. Dit nieuwe hotel van Intercontinental Hotels Group bevindt zich op de bovenste verdiepingen van het gebouw zal beschikken over 142 kamers, ruime vergader faciliteiten, bar, restaurant en fitness.

Job Description

As Cluster Sales Manager you will sell Crowne Plaza Utrecht Central Station & Hampton by Hilton Utrecht Central Station and generate revenue and awareness for both hotels. You represent these hotels national and internationally in the market, on fairs and networking events and build relationships with clients to drive customer loyalty.

You are always looking for new sales opportunities and leads. You ensure that plans are implemented, results are monitored and sales goals are achieved.

Our target clients include local and international corporates, MICE, leisure, and entertainment business clients. You'll be reporting to the Director of Sales and closely working with the Reservations Manager, Meeting & Events team, your colleague Sales Managers, and of course the Revenue Manager. Team working is the key to succeed !

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and in the recently re-opened Hoog Catharijne Shopping Mall
You have employee chain wide discounts and will be able to book in our hotels all over the world
And of course lots of trainings are available, as we all want to develop ourselves

Job Requirements

Qualifications:

You are in possession of a completed commercial education at HBO level, preferably Hogere Hotelschool
You have at least three years of work experience in a sales position in the Hospitality industry
You are creative, result driven, able to build and develop relationships and convince clients.
You are able to set short and long term business strategies with focused achievable actions
You can work under high pressure, is a self-starter and a team player who can communicate on different levels.
You have analytical skills and are eager to learn
You have built up a relevant business network within the Hospitality industry
You speak Dutch and English, both on a business level

Sounds good to you? Join our pre-opening!