

## Corporate Sales Manager - Zoku Amsterdam (0 EUR)



Locatie **Noord-Holland, Amsterdam**  
<https://www.advertentiex.nl/x-911880-z>

Facilitating global living and working, Zoku is a new category in the hotel industry: A home-office hybrid, also suitable for long stays, with the services of a hotel and the social buzz of a thriving neighborhood. It's a place to call your second home from your first visit. Zoku is optimally suited for people living and working in a city for between five days and three months. Zoku offers the travelling professional – the global nomad – a home base with both a smart Zoku Loft (private areas) and social spaces (communal areas) to work, sleep, play and live in. The first Zoku opened in May 2016 at an excellent location in the heart of Amsterdam; the Metropool building on the Weesperstraat. For more on Zoku, please visit our website: [www.livezoku.com](http://www.livezoku.com).









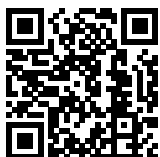
## Job Description

### The Job

As our Sales Manager, you will be working closely with our Commercial Director and Reservations team in our vibrant office at our first ever Zoku in Amsterdam. In addition to maintaining a number of existing, highly successful partnerships with some of the biggest and most innovative multi-national companies in Amsterdam, you will be responsible for identifying, attracting and creating new partnerships for both stays and meetings.

What will you do?

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|  <p>Use our content to attract and close partnerships with innovative companies that are looking for an amazing hotel and stay accommodation and extend our stays accommodation for the business travellers and leisure travellers.</p> |  <p>Liaise with our valued existing partners and organize awesome gatherings, to keep them engaged and up-to-date with Zoku, and to explore interesting new opportunities</p> |  <p>Reach out and close deals with interesting 3rd party companies as a reseller for our Lofts and Meeting Rooms</p> |  <p>Give exciting and informative tours of Zoku's facilities to potential clients and other stakeholders</p> |  <p>Research and implement innovative techniques to attract new companies to Zoku</p> |  <p>Keep our CRM up to date, filling it with new leads or potential partnerships</p> |
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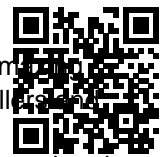
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and other stakeholders to Zoku  
Amsterdam



Amsterdam

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Organize Sales Blitz and visit conferences for potential partnerships

## Job Requirements

We love people who...

Have a relevant professional network in Amsterdam, or have a proven track record of creating new connections

Have a self-starter, entrepreneurial attitude, and who go above and beyond to close deals

Are target-driven, and are motivated to achieve their goals

Have an ambitious commercial drive, positive mindset and hospitable character

Have the motivation to take Zoku to the next level!

Must Haves

You have a min. of 2-3 years experience in a similar role

You have (at least) a bachelor's degree, preferably in Hospitality or Business Management

You are a fluent in English and Dutch – other languages are a plus

You are an EU resident or have a valid working and living permit for the Netherlands

You love to work, as we need you full time

What's in it for you?

Base salary and incentives in accordance with experience

Full time – 40 hours per week

25 holiday days

Enrolled in retirement fund

Loads of trainings on the job

Cool