

Corporate Sales Manager - Zoku Amsterdam (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentiex.nl/x-919572-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.

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?

Pragmatically, attract and close partnerships with innovative companies that are seeking for an amazing hotel space, stay accommodation and extended stays accommodation for their business travellers and

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

Reach out and close deals with interesting 3rd party companies as a reseller for our Lobs and Meeting Rooms

Give exciting and informative tours of Zoku's facilities to potential clients and other stakeholders

Research and implement innovative techniques to attract new companies to Zoku

Keep our CRM up to date, filling it with new leads or potential partnerships



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To date with Z
 Reach out an
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 Keep our CR



hubs/<https://www.educationix.nl/x-9195>



of Zoku's facilities and the techniques to work with new leads



Zoku
Corporate Sales Manager
Amsterdam



Corporate Sales Manager
Zokru Amsterdam



Corporate Sales Manager
Amsterdam

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