

## Sales Manager (Munich market) - Belvar



Locatie

Noord-Holland, Amsterdam

<https://www.advertentieX.nl/x-950251-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

Belvar would like to welcome YOU to the exciting world of MOXY!

We search for energetic, motivated, creative people to join our fun and spirited central team. Together with Marriott International we offer you the opportunity to work with the leading hospitality company in the world with great opportunities for training and career development.

For our Munich and Berlin hotels we are looking for a SALES MANAGER.

The position is accountable for proactively soliciting and handling sales opportunities for the Moxy Munich

Airport, Moxy Munich Messe and Moxy Berlin Ostbahnhof and will expand to cover other German

locations as we expand our portfolio. The position is the trade development in hotel and retail company

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### CORE WORK ACTIVITIES

Building successful relationships that generate sales opportunities

Works collaboratively with off-property sales channels to ensure sales efforts are coordinated, complementary and not duplicative.



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Builds and strengthens relationships with existing and new customers.  
Manages and develops relationships with key internal and external stakeholders.  
Managing Sales Activities

Participates in activities to acquire new business and/or close on business.  
Preparation for solicitation of local companies.  
Activities include: Sales Blitzing, Solicitation Calling, Appointments, Site Visits, Entertainment, FAM trips, trade shows, etc.  
Executes and supports the operational aspects of business booked (e.g., generating proposal, writing contract, customer correspondence).  
Using Knowledge of Market Trends and Target Customer Information to Maximize Revenue

Identifies new business to achieve personal and location revenue goals.  
Understands the overall market - competitors' strengths and weaknesses, economic trends, supply and demand etc. and knows how to sell against them.  
Closes the best opportunities for the location based on market conditions and location needs.  
Providing Exceptional Customer Service

Supports the company's service and relationship strategy, driving customer loyalty by delivering service excellence throughout each customer experience.  
Services our customers in order to grow share of the account.  
Executes and supports the company's customer service standards.  
Provides excellent customer service consistent with the daily service basics of the company.  
Sets a positive example for guest relations.  
Interacts with guests to obtain feedback on product quality and service levels.

#### Job Requirements

Relevant degree, in a sales or hospitality / business discipline  
Fluent command in German and English; written and spoken.  
Team player and entrepreneurial.  
Affection with Moxy DIY Concept and next generation.