

Corporate Sales Executive Dublin €40k DOE

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Company: Action Recruitment

Location: Ireland

Category: other-general

Description

We are seeking an experienced **Corporate Sales Executive** to join the Sales and Marketing team of our client, a 4-star property in Dublin. The Corporate Sales Executive will deliver a high level of support to the Sales and Marketing team and conduct detailed research to ensure the team develop and attract new business.

The ideal candidate will have experience in a the sales department or reception/reservations department preferably in 4 or 5-star hotel, with strong administrative and communication skills. You must have a passion for sales and an ability to work on your own initiative and achieve budgets and objectives.

Responsibilities Include:

Sourcing new business and developing a business strategy for targeting and developing business

Conducting market research and ensuring the hotels' product and service is in line with competitive set

Assist and support the Sales Manager in setting up appointments and setting up new corporate accounts

Participate in local, regional and national activities, including trade shows, presentations, networking events etc.

Conduct show arounds and site inspections

Respond to daily corporate enquiries and conduct 'phone calls and meetings

Completing weekly and monthly reports

Communicating guest feedback to relevant departments

Attending meetings and briefings as required

Any other duties as assigned by management

The ideal candidate will have similar experience in sales, however this may suit a candidate working in the front office department of a hotel, with a keen eye for sales, looking for a more structured working environment

An excellent salary and benefits are on offer for the right person along a very supportive DOSM to guide you and help you settle into the role

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Cross References and Citations:

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