

Sales Manager 5* Hotel Dublin

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Company: Action Recruitment

Location: Ireland

Category: other-general

Description

We have an exciting opportunity for an experienced Sales Manager to join the Sales and Marketing team of this beautiful five-star property in Dublin. We are seeking a proactive Sales Manager with at least 2 years' experience as Sales Manager, preferably in a 4 or 5-star property.

Reporting to the Director of Sales and Marketing, the Sales Manager will have excellent communication, administration, interpersonal and team motivation skills. The ideal candidate will have experience in a proactive sales role with a background in corporate, meetings and events. This role is based in Dublin city, with one day per week working remotely.

Key Duties and Responsibilities:

New customer development, primarily in corporate markets and meetings & events.

Build on business relationships with new and existing clients.

Work with the Director of Sales and Marketing on devising annual sales budget and implementing same.

Manage the Sales team to achieve budgetary sales targets and meet deadlines.

Sustain and grow revenues in line with pre-set targets.

Conduct research and telesales to generate quality leads.

Make appointments and manage client meetings effectively and in a focused manner.

Assist the Director of Sales and Marketing with Marketing and Social Media strategy planning.

Required:

Minimum of 2 years' experience as a Sales Manager in the Hospitality/Hotel.

Excellent interpersonal skills, including a pleasant telephone manner.

Effective time management skills.

Strong administrative skills and proficiency in Microsoft Office and booking systems.

Great attention to detail.

Strong organisation and problem-solving skills.

Ability to successfully delegate and motivate the team.

Strong relationship building and current relationship management skills.

Please note, only candidates who are eligible to live and work in Ireland without restrictions will be considered for this role.

Excellent Salary

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