

# Turkey Jobs Expertini®

## Cluster Corporate Sales Manager

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Company: Hilton Hotels & Resorts

Location: Şişli

Category: other-general

### Hilton Istanbul Bosphorus - Making Hotel History in Istanbul Since 1955

Hilton Istanbul Bosphorus holds a special place in history as the first Hilton hotel built outside the Americas. Since 1955, we've set the scene for some of the grandest moments, most exciting events, and biggest stars in modern Turkey. Learn how it all began before you make your own memories at Hilton Istanbul Bosphorus.

#### Historic Moments at Hilton Istanbul

vHilton Istanbul was the first modern hotel built in Europe after the Second World War.

vHilton Istanbul appears in the opening scene of 1963's From Russia with Love, starring Sean Connery as James Bond.

vIstanbul's first discotheque, Cloud 9, opened at Hilton Istanbul in 1972.

vPilsen Pub, built in Hilton Istanbul in 1972, was the home of Istanbul's first happy hour.

vMuhammad Ali was staying at Hilton Istanbul when he announced his retirement from boxing in 1976.

vHilton Istanbul has hosted royalty, politicians, and famous figures including Grace Kelly, Sophia Loren, and Louis Armstrong.

Hilton Istanbul Bosphorus has been also described as the university of tourism and filling the earth with the light and warmth of hospitality since 1955.

AsHilton Türkiye we have been awarded with the Great Place to Work Academy – Best Place to Work award many times.

#### THE ROLE:

We are looking for the potential candidate for **Cluster Corporate Sales Manager** position in

our Legendary Hotel Hilton Istanbul Bosphorus.

## **BENEFITS**

Competitive Salary

Health Insurance or Private Pension after 6 months of service

Carpark subscription on team member rate

Go Hilton: Team member rate while staying in Hilton Hotels both in & out of Turkey.

50% discount on personal food & beverage consumption in the hotels.

Social aid package

Free laundry and dry cleaning for business attire

Extended nursing hours of 1,5 hours until the baby reaches to 18 months (for new mother team members)

1 day paid leave on the first school day of the children (only 1st day of the 1st class) for female team members

Paid Paternity leave – 14 days

Unlimited Training and development opportunities in and out of the Hotel

Unlimited online courses opportunities from our own Hilton University

## **What will I be doing?**

As a **Cluster Corporate Sales Manager** specifically, you would be responsible for performing the following tasks to the highest standards:

Develop and implement tactical sales methods & approaches to maintain customer contact at a variety of levels within active and new companies within the Travel segment.

Represent the Hilton Company and carry out successful promotions and negotiations of rates to meet the needs of both hotels.

Carry out daily effective physical sales calls with a minimum number of 4 calls a day and/or 20 calls a week, ensuring the coverage of his/her account base according to potential priority in a timely manner.

Carry out daily effective physical joint sales calls with sales team's members to Top Corporate Accounts, ensuring the coverage of hotel's top accounts.

Manage sales systems (HSMS, RFP, etc.) to enable leads to be proactively sourced and reacted to in a timely manner.

Effectively promoting, coordinating and driving any central sales & marketing initiatives on behalf of both hotels to his/her account base.

Negotiate rate agreements with customers as required within job role and according to each Hotel's need.

Handling and responding to clients requests in a timely manner.

Establish effective communication process with GMs and other operating departments within hotels, providing sales advice and market feedback where appropriate.

Provide sales advice, on the job training and account management to any new colleague under the Sales Director's directions.

Responsible for producing the following sales reports / Delphi, and to make sure the corporate team delivers their own reports.

Develop productive working relationships and ongoing communication with the sales team members, increasing exposure to business opportunities and attending sales briefings and meetings and regular meetings with the hotels.

Continuous update of mailing list and account/contact profiles of his/her account base.

Coordinate, delegates and assigns sales call to his/her junior sales colleagues.

Advice the Sales of the Market's Rates' strategies & promotional rates offered by competition, and suggest Hilton strategy to position our hotels properly.

Represent both hotels in International Sales Trips, Fairs, Road Shows etc. according to Sales Director's / Commercial Manager's instructions & the hotel travelling plan.

Provide an average of 24 hours response to all companies / accounts & ISO's requests for business leads and to ensure proper and presentable communication.

Watch, analyze & advise the Sales Director / Commercial Manager of the Market & Competition's Tour/IT strategy to be able to act accordingly for our hotels.

Responsible for the annual /seasonal Corporate Account Contracts' Renewals, with full coordination with Sales Director / Commercial Manager for rates' strategies.

Carry our tasks and special assignments delegated to him/her on behalf of the Sales Director.

Attend hotel inspections, corporate events & PR gathering.

Continuous visits to competition hotels to be aware of all their activities and provide accurate information to sales & marketing team and the operation when appropriate.

Keep his/herself informed and advise the Sales Director / Commercial Manager on regular basis about market development, new trends and market opportunities.

### **What are we looking for?**

Since being founded in 1919, Hilton has been a leader in the hospitality industry. Today, Hilton remains a beacon of innovation, quality, and success. This continued leadership is the result of our Team Members staying true to our Vision, Mission, and Values. Specifically, we look for demonstration of these Values:

- Hospitality - We're passionate about delivering exceptional guest experiences.
- Integrity - We do the right thing, all the time.
- Leadership - We're leaders in our industry and in our communities.
- Teamwork - We're team players in everything we do.
- Ownership - We're the owners of our actions and decisions.
- Now - We operate with a sense of urgency and discipline

### **If your values match ours, we are also looking for your ability to;**

Excellent command of written and spoken Turkish & English

Adapt quickly to different situations;

Exude bags of energy and enthusiasm in working as part of a team.

Outstanding organizational and time management skills

Experience: Minimum 3 years' experience as a Cluster Sales Manager Corporate or tourism

sector

**EOE/AA/Disabled/Veterans**

**Schedule**

:Full-timeBrand:Hilton Hotels & Resorts

**Job**

:Sales

### **MEANINGFUL BENEFITS FOR YOUR CAREER & WELL-BEING**

We support the well-being and performance of Team Members with industry-leading rewards, recognition and support to meet their needs and dreams: Best-in-Class PTO

Go Hilton Travel Discount Program

Hotel rates as low as \$40/night! Health & Welfare Benefit Plans Debt-Free Education

Retirement Savings Program Employee Stock Purchase Plan Mental Wellness Support

Flexible Schedules Access to your pay when you need it

through DailyPay

**Apply Now**

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