

Cluster Sales Executive Corporate

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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

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

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

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

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

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

Hilton 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.

As Hilton 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 Sales Executive** 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

Free laundry and dry cleaning for business attire

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

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

Unlimited Training and development opportunities ,n and out f the Hotel

Unlimited online courses opportunities from our own Hilton University

What will I be doing?

As a **Cluster Sales Executive**, to support the corporate sales efforts by securing and increasing productivity of existing accounts and acquiring new ones, under the direction of

the Sales Director and in conjunction with the hotels operations teams, working to deliver Hilton's mission of outstanding customer service.. Specifically, you would be responsible for performing the following tasks to the highest standards:

Authorization to make decisions within the framework of the task area described

Authorization to sign within the framework of the task area Review business plans, identify gaps and ensure proactive efforts to fill capacity and meet set targets

Carry out sales negotiations within the framework of agreement with the Team Leader

Co-responsibility for smooth and rational work sequences in the sales department and cooperation with the other departments in the hotel, in particular Reservations and the Banqueting Department

Coordination of the hotel's sales activities with the aim of optimal room occupancy and high accommodation and F&B sales and other revenues

Development, design and calculation of attractive offers for individual customers, travel agents and companies

Planning, organization of written, telephone and personal contacts with customers and supervision of these contacts

Book events in Fidelio Sales & Catering after sending out an offer through the relevant territorial sales managers

Responsible for laying outs and stocks of all promotional materials (brochures, flyers, sales pamphlets, banqueting pamphlets, etc.)

Preparation of company contracts for the hotel in accordance with current business and price conditions by agreement with the territorial sales manager responsible

Organize comprehensive information to existing and potential customers as regards the product range offered by the hotel, with the aid of the relevant sales resources and sales channels

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;

Adapt quickly to different situations;

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

Excellent command of spoken and written English & Turkish

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

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