

Cluster Sales Executive - Istanbul Based

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Company: LXR by Hilton

Location: Bodrum

Category: other-general

A Cluster Sales Executive analyses local market trends and competitor activity to generate new future business for the hotels.

What will I be doing?

As Cluster Sales Executive, you analyses local market trends and competitor activity to generate new future business for the hotels. Specifically, you will be responsible for performing the following tasks to the highest standards:

Analysis local market trends and competitor activity to identify new business leads

Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams

Negotiate room rates/packages with corporate clients

Develop and implement creative local marketing channels, including social media channels

Prepare company contracts for the hotel in accordance with current business and pricing conditions

Work within current business strategies and recognising potential opportunities

Cooperate with other departments in the hotel to create an exceptional Guest experience and build strong, comprehensive sales programs

Attend Sales events, as required

Produce accurate and timely reports that meet the needs of the Sales Director and senior management to include the reporting of appointments, calls made and business leads

Answer customer queries in a prompt and professional manner

Responsible of Susona Bodrum, LXR Hotels & Resorts, Doubletree by Hilton Bodrum Isil Club, Doubletree by Hilton Bodrum Marina Vista

What are we looking for?

A Cluster Sales Executive serving Hilton brands is always working on behalf of our Guests and working with other Team Members. To successfully fill this role, you should maintain the attitude, behaviours, skills, and values that follow:

Positive attitude and good communication skills

Commitment to delivering a high level of customer service

Experience in a sales role with a proven track record to close a sale

It would be advantageous in this position for you to demonstrate the following capabilities and distinctions:

Knowledge of local market

Knowledge of hospitality

Passion for sales and for achieving targets and objectives

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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