

Cluster Sales Executive – Travel Trade

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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 – Travel Trade 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 Türkiye.

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 Sales Executive – Travel Trade** , specifically, you would be responsible for performing the following tasks to the highest standards:

Develop and implement tactical approaches to maintaining customer contact at a variety of levels within active and new agencies within the local area.

Carry out weekly effective physical sales calls with a minimum number of 10 calls a week, ensuring the coverage of his/her account base according to potential priority in a timely

manner.

To evaluate all One shot request from the travel agencies and handle the offer procedure in a proper way.

Follow up all the offers related with One shot segment and convert the business to all cluster hotels.

Handle TS segment for the assigned accounts (Entering the groups to the system, Entering the name list of the groups, communicate with the related departments etc.)

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

Negotiate rate offers with customers as required within job role.

Handling and responding to clients requests in a timely manner.

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

Advise the Sales Director, Commercial Manager & Commercial Director of the Market & Competition's Travel Agency strategy to be able to act accordingly for our hotels.

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

Responsible for producing the following sales reports / GEM:

A weekly sales call activities plan. A weekly sales activity report (Activity done) A weekly one shot follow up activity report Monthly/Quarterly the accounts production report

Responsible to complete and update his/her accounts profiles on daily basis, for Sales Director or Commercial Manager's audit at any time

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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