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Corporate Sales Executive

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Company: Accor

Location: Beyoğlu

Category: other-general

Company Description

Sofitel Istanbul Taksim is a renowned luxury hotel aiming to provide our guests with an exceptional experience. As a “Corporate Sales Executive”, you will be the leader of a dynamic team dedicated to delivering service that meets and exceeds our guests' expectations. The ideal candidate should be an experienced and innovative professional with strong leadership and communication skills, capable of meticulous attention to guest satisfaction.

Job Description

Collaborate with off-property sales channels to coordinate sales efforts.

Strengthen relationships with existing and new customers through various activities such as sales calls, entertainment, FAM trips, and trade shows.

Develop relationships within the community to expand the customer base.

Manage and develop relationships with key internal and external stakeholders.

Provide accurate turnover to Event Management.

Participate in sales calls with the sales team to acquire new business and close deals.

Execute and support the operational aspects of booked business, including proposal generation, contract writing, and customer correspondence.

Qualifications

Excellent command of Turkish and English.

Knowledge of the local market and hospitality industry.

Passion for sales and achieving targets.

Degree-level qualification in a relevant field.

Completion of military service for male candidates.

Additional Information

Identify new business opportunities to achieve revenue goals.

Understand market trends, competitors' strengths and weaknesses, economic factors, and demand-supply dynamics to capitalize on opportunities.

Close the best opportunities for the location based on market conditions and needs.

Understand the primary target customer and serve them by offering suitable business solutions.

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