

# Turkey Jobs Expertini®

## GC&E Sales Executive

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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 **GC&E 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
- 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 **GC&E Sales Executive**, specifically, you would be responsible for performing the following tasks to the highest standards:

- Coordination of the hotel's sales activities with the aim of optimal room occupancy and high accommodation and F&B sales and other revenues.
- Authorization to make decisions within the framework of the task area described
- Carry out sales negotiations within the framework of agreement with her/his 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.
- Involvement in the hotel's sales activities plan
- Planning, organization of written, telephone and personal contacts with customers and supervision of these contacts
- Monitoring the offers, options and cancellations for repeat bookings for groups, conventions, and seminars in close cooperation with the territorial sales managers and the Group Coordinator

- 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

### **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.

Work Location: Hilton İstanbul Bosphorus

**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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