

Leisure Sales Executive

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Company: Accor

Location: Konak

Category: other-general

Company Description

Job Description

JOB DESCRIPTION

- Checks the status of seasonal contracts with local and foreign Tour Operators and/or Group Salesmen.
- Responsible for individual and group hotel bookings from travel agencies in Turkey and abroad.
- In relation to his/her area of responsibility, he/she makes sales calls to local travel agencies, participates in travel fairs, workshops, roadshows and showcases abroad, visits international customers and makes promotions
- Works in conjunction with the Sales Director and Revenue Manager
- Evaluates individual and collective sales requests and provides the Sales Director with the information required for the negotiation process.
- Monitors daily, weekly, monthly and yearly activities of the Agencies Sales department. Provides statistical reports on the hotel's Individual and Collective Sales performance.

Qualifications

QUALIFICATION

We are looking for a well organized and creative candidate with excellent communication

and interpersonal skills. In addition, the candidate should possess:

- University Graduate (Tourism Management will be preferred)
- Minimum 3 years experience in 5* international business hotels would be an asset
- Good command of English (ability to interact and deal with foreign guests, corporate bookers and top executives of companies)
- Good command Opera
- Adapts quickly and positively to new situations

Additional Information

Our commitment to Diversity & Inclusion:

We are an inclusive company and our ambition is to attract, recruit and promote diverse talent.

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