

MICE Manager - Istanbul Based

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Company: Accor

Location: Osmangazi

Category: other-general

Company Description

Job Description

Analyze local and global market trends and develop new business opportunities

Make visits to relevant companies to introduce our hotel and bring requests for national and international travels, organizations and events

Keep external communications active

Communicate and cooperate with MICE Agencies

Ensure that the sales function is carried out smoothly and commitments are met

Develop new sales strategies by following current sales trends and applying them within our hotel

Actively assist with preparation of hotel sales strategy, budgets, sales and marketing plans

Conduct market research and competition set analysis

Ensure that the sales function is carried out smoothly and commitments are met

Achieve sales objectives and goals as set by the management

Other duties as assigned

This is an Istanbul based position requiring once or twice visit every week to Swissôtel Uludağ, Bursa and being present for major events in the hotel as well.

Qualifications

A natural sales person striving to maximize on all sales opportunities

Experienced MICE Manager with minimum 3 years experience in the field

Hospitality enthusiast with in-depth knowledge of the industry and market

Efficient People Manager who thrives on leading and achieving results along the Team

Excellent communication and presentation skills

Fluency in Turkish and English

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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