

## Sales Manager - Istanbul Based

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Company: Accor

Location: Osmangazi

Category: other-general

### Company Description

### Job Description

Develop new business opportunities and manage client accounts

Work with the hotel management team to maximize rooms and other departments' revenue

Manage key client relationships

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

Conduct market research and competition set analysis

Take part in market mix and channel distribution analysis.

Communicate effectively to 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 role is based in Istanbul and requires travelling to the office in SwissôtelUludağ Bursa when necessary.

## Qualifications

A natural sales person striving to maximize on all sales opportunities,

Experienced Sales 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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## Cross References and Citations:

1. [Sales Manager - Istanbul Based Nyjobscentral Jobs Osmangazi Nyjobscentral ↗](#)

2. [Sales Manager - Istanbul Based Softwareengineeringjobs Jobs Osmangazi Softwareengineeringjobs ↗](#)

3. [Sales Manager - Istanbul Based Googleforjobsposting Jobs Osmangazi Googleforjobsposting ↗](#)

4. [Sales Manager - Istanbul Based Unitedkingdomjobs Jobs Osmangazi Unitedkingdomjobs ↗](#)

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