

# Turkey Jobs Expertini®

## Sales Manager

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Company: Hilton Garden Inn

Location: Safranbolu

Category: other-general

A Sales Manager analyses local market trends and competitor activity to recommend strategies that keep the hotel a leader in the marketplace through the development of future and repeat business.

### What will I be doing?

As Sales Manager, you will analyse local market trends and competitor activity to recommend strategies that keep the hotel a leader in the marketplace through the development of future and repeat business. Specifically, you will be responsible for performing the following tasks to the highest standards:

Analysis local market trends and competitor activity to identify business leads

Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams

Negotiate room rates/packages with corporate clients

Develop and implement creative local marketing channels, including social media channels

Prepare company contracts for the hotel in accordance with current business and pricing conditions

Work within current business strategies and recognising potential opportunities

Cooperate with other departments in the hotel to create an exceptional Guest experience and build strong, comprehensive sales programs

Attend Sales events, as required

Produce accurate and timely reports that meet the needs of the Sales Director and senior management to include the reporting of appointments, calls made and business leads

Answer customer queries in a prompt and professional manner

Manage staff performance in compliance with company policies and procedures

Recruit, manage, train and develop the Sales team

### **What are we looking for?**

A Sales Manager serving Hilton brands is always working on behalf of our Guests and working with other Team Members. To successfully fill this role, you should maintain the attitude, behaviours, skills, and values that follow:

Positive attitude and good communication skills

Commitment to delivering a high level of customer service

Excellent grooming standards

Flexibility to respond to a range of different work situations

Ability to work under pressure and under own initiative

Experience in a sales role with a proven track record to close a sale

It would be advantageous in this position for you to demonstrate the following capabilities and distinctions:

Knowledge of local market

Knowledge of hospitality

Passion for sales and for achieving targets and objectives

Degree-level qualification in a relevant field

## 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

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