



mamaison

Hotels & Residences

Boutique Hotels
Business & Conference Hotels
All-Suites Residence Hotels

Global Key Account Manager

Mamaison Hotels & Residences are a unique collection of Boutique Hotels, Business & Conference Hotels, and All-Suites Residence Hotels, all leaders in the hospitality world across Central & Eastern Europe's finest destinations.

We seek a proactive Global Key Account Manager who will be responsible for securing and increasing inbound market shares, revenue and activity volumes of identified global accounts and feeder markets towards Mamaison properties, through strategic planning and implementation of required sales activities.

The successful candidate will have:

- varied experience on multi-segment sales (business and leisure)
- varied experience in distribution (on and offline)
- knowledge of the tourism or the hotel business, preferentially on an international basis
- Experience and ability to develop strategies. Implementation in accordance with the customer
- engagement and team spirit
- extraverted personality, professional and competent representative of Mamaison
- proactive, independent, decisive
- readiness to travel

Key responsibilities for the position will be:

Maintain and develop global accounts – Wholesalers – Corporate – TMC's – MICE though:

- presence in key international markets (sales actions, familiarization trips, fairs etc)
- analysis of international flows
- monitoring of the market and competitors
- ongoing market research to identify prospects for new business; continuous acquisition of new business in all segments
- close co-operation with the Director of Sales and operations in creating action and strategy plans according to segments and market

Please send your CV in English and motivation letter to Ms. Romana Řezáčová - rrezacova@mamaison.com.

We reserve the right to respond only to the selected candidates.

