

Cluster Director of Sales Prague

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 Director of Sales who will be responsible for developing & delivering the sales strategy and delivering room revenue target for the designated region.

The successful candidate will have:

- strong hotel sales experience
- varied experience on multi-segments (business and leisure to include all sub-segments)
- excellent presentation skills
- strong leadership skills
- very good computer literacy (MS Office)
- fluent English
- engagement and team spirit
- extraverted personality, professional and competent representative of Mamaison
- high level of resilience and self-discipline
- analytic abilities and strategic way of thinking
- readiness to travel

Key responsibilities for the position will be:

- Set Sales plan/strategy according to segments and market which will support future growth objectives
- Create effective and reliable properties' Sales structures and procedures
- Manage and control local sales teams including but not limited to hotel & residence sales representatives, account managers, etc;
- Co-ordination and monitoring of all sales activities, in particular sales call monitoring of account managers etc
- Managing a system of performance review for all local sales employees
- Being in charge in Your regional of Cross-border Sales of all Mamaison properties
- Focusing on Return on Investment (ROI)
- Maintaining strong emphasis on developing Corporate Accounts
- Establishing and maintaining relationships and contracts with local agencies, Corporate, TMC's etc
- Developing new relationships and business with MICE accounts
- Developing Tele-sales, Sales leads
- Tradeshows representation on local and international markets (sales actions, missions, familiarization trips, fairs etc) in coordination with Head Office
- Hotelligence Report Usage, monitoring and analysis of the market and competitors

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

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

