

SENIOR SALES MANAGER CORPORATE

We are currently seeking a Senior Sales Manager Corporate to join our Sales Team of Corinthia Prague Hotel in Czech Republic.

Corinthia Hotel Prague beckons with unrivalled panoramic views of this magical city. Located just minutes from some of the city's main cultural and business highlights, including the Vyšehrad Park, Wenceslas Square and the Pankrac Business District, Corinthia Prague is the ideal destination for business and leisure travelers alike.

Scope and Purpose

This interesting position combines active sales with managing a sales team with a main goal - reach the revenue targets. This person should personally manage the key accounts for both hotels in Prague (Corinthia & Panorama) and will be responsible for corporate clients; should implement and monitor action plans in order to ensure revenue budget objectives are achieved. Senior Manager manages and leads the Sales Managers and Sales Executives providing guidance, mentoring and coaching as necessary.

Entry Requirements

We are looking for individuals that can operate day to day business within Sales department. Our candidate should provide world class service to our clients as well as our associates of Corinthia hotel Prague and Panorama Hotel Prague following the limits of established policies, procedures and standards generating business with a proactive approach to achieve highest possible conversion.

Other skills that will need to be demonstrated include:

- Experience in Corporate sales at least 2 years, hospitality environment or similar services
- Experience with Corporate clients, knowing their needs and ability to sell them the right products
- Fluent in written & spoken English
- Sales skills and Key Account Management skills on a very high level
- Sales Administration skills, reporting

Benefits

- 20 paid holidays per annum (plus bank/public holidays)
- Complimentary dry cleaning of business attire/uniform

- Discounted Salon, Spa, Food and Beverage and accommodation rates – in London and across our the Corinthia Hotel International portfolio
- Meals on duty
- Professional learning and development programs
- Interesting career opportunity and professional growth
- Intra & intercompany transfer opportunities (subject to service & performance)
- Contributory pension scheme provided

To be considered for the Senior Sales Manager Corporate role please click 'apply' to be directed to our website to complete the online questionnaire.