



# CORINTHIA

PALACE HOTEL & SPA  
MALTA

## SALES MANAGER – MICE & LEISURE

An excellent opportunity exists for a committed, mature and ambitious professional to join the Corinthia Palace Hotel & Spa Team.

The Sales Manager is responsible for growing MICE and Leisure Group business and building, maintaining relationships with the several Corinthia RSOs and industry DMCs.

### **Job Responsibilities:**

- Responsible to develop / create sales plans for the segments designated to candidate
- To be familiar with the products / services that Corinthia Palace has to offer together with the 'Unique Selling Points' of the property.
- Continuously be updated with competitor offers and market condition.
- Identify new and potential markets
- Developing and maintaining a seasonality calendar based on the segment being managed
- Responsible for compiling and presenting reports on the MICE / Groups market segments Coordinate together with the Marketing team any required marketing collateral required to promote the segment.
- Co-ordination of the hotel's sales activities with the aim of optimizing room rate & occupancy as well as F & B sales and other revenues.
- Implements sales promotion actions in-house, locally, regionally and supra-regionally.
- Represents the hotel at national and international specialist trade fairs and workshops
- To develop & maintain excellent working relationships with RSOs and other sales functions.
- Drive and coordinate sales activity to develop new and maintain existing accounts within the local and international markets.



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- Responsible for key accounts based both locally and internationally.
- To represent the Hotel at local and international business travel, events, exhibitions and external meetings either as part of CHI or hotel.
- To project a positive and professional image with both clients and colleagues alike to promote the goodwill of the hotel and CHI Hotels and Resorts.
- To ensure sales presentations are conducted in a professional manner and reflect the image of the group and hotel for the market segment to which it is directed.
- To maximise market share and increase revenue in line with the hotel pricing and revenue strategy.

## **Skills & Knowledge:**

- Minimum 3-year experience, preferably in a similar hospitality
- Strong selling / negotiations skills
- Ideally a degree in business management, hotel management, marketing or equivalent
- Good command of English is required
- Good grooming, image and professional personal style that reflects the CHI and hotel brand image is critical

*To be considered for above role please click 'apply' to be directed to our website to complete the online questionnaire.*