

## DIRECTOR OF SALES MICE

We are currently seeking a Director of Sales MICE to join our 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**

Corinthia Hotel Prague is offering a challenging opportunity for the position of Director of Sales MICE.

### **Entry Requirements**

Corinthia Hotel Prague and Panorama Hotel Prague is looking for a candidate for the position of Director of Sales MICE who will handle all sales activities for his/her specific segment and will manage a team of Sales Managers and Sales Executives.

The candidate will be responsible for:

- grows and maintains share of MICE segment,
- produces, implements and monitors action plans in order to ensure revenue budget objectives are achieved,
- maintains contact contacts with DMC's and event planners, through personal sales calls, telephone contacts and written communications,
- implements all sales action plans related to meetings & events area for Corinthia Hotels International Prague and Czech Republic properties,
- entertains the client, prepares and leads site-inspections and stay-overs in co-ordination with the M&E Sales / Operation team as per procedures and standards,
- promotes hotel and produces Sales leads,
- manages and leads the MICE Sales Managers.

Other skills that will need to be demonstrated include:

- High school or University degree – hospitality, business,
- experience in active MICE Sales, hospitality environment is a MUST,
- fluent in written & spoken English, another language is an advantage,
- sales skills and Key Account Management skills on a very high level,
- very good communication skills and pro-client approach,
- ability to work independently with pro-active and business driven approach,
- flexibility and ability to work under stress, positive attitude.

**Benefits**

- 5 weeks of holiday after 1 year of employment
- 1 extra day off on your birthday
- 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
- Multisport card
- Free use of Panorama Hotel's spa – Top Deck Spa
- Annual Travel card

*To be considered for the Director of Sales MICE role please click 'apply' to be directed to our website to complete the online questionnaire.*

APPLY