

## BUSINESS DEVELOPMENT MANAGER- MICE (MATERNITY COVER)

Corinthia Hotels is seeking to recruit a London based Business Development Manager focused on MICE Sales (1 year of maternity cover fixed contract). This position will focus on client development with C&I agents and corporate companies. Managing key relationships, identifying new leads and sales productivity with the goal of meeting and exceeding revenue goals. Additionally, the Manager will be responsible for identifying key market trends and industry best practices.

### **The selected candidate's main responsibilities will be to:**

- Conduct appropriate number of proactive sales activities (incl. but not limited to telesales, appointments, site inspections, sales trips, trade shows, fam trips, client entertaining incl. evening entertaining, overseas road shows and events) and ensure that this is recorded appropriately in Opera/ SFA in order to be considered for goals
- Leverage all available sales channels (UK RSO, Events at Corinthia, lead from websites, Starcite, event and independent research etc.) in an effort to optimise sales revenues.
- Retain, expand and grow revenue from designated clients
- Develop and maintain detailed knowledge of all aspects of Corinthia Hotels in order to sell effectively and ensure that the client has accurate and adequate information, to be able to confirm the business
- Attend and organise a number of Familiarization trips throughout our Portfolio, attend tradeshows such as IBTM and IMEX
- Have deep knowledge of our hotels and Portfolio in order to maximize Sales and offer exceptional presentations
- Build effective working relationship with all the hotels' leadership teams, sales teams, CHI Corinthia Hotels' Regional sales teams, other RSO's and operations.
- Develop close relationships with designated clients
- Focus on producing results in alignment with strategic goals of sales department and objectives of Corinthia Hotels International

### **The selected candidate should preferably:**

- Have least 2-5 years' experience in a similar role
- Be fluent in written and spoken English.
- Have advanced knowledge of the MICE segments preferably with existing client relationships in this territory
- Have exceptional IT skills, with a preference for knowledge of Opera Sales & Catering.
- Possess strong interpersonal and presentation skills

#### **Corinthia Hotels**

1, Europa Centre, Floriana FRN 1400 ~ Malta

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COMPANY No. C26086 | VAT REG. No. MT 1573-1637



# CORINTHIA

HOTELS

- Have to ability to travel overseas
- Hospitality qualification will be considered an asset.

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