

MICE SALES TEAM MANAGER

We are currently seeking a MICE Sales Team Manager 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 Vysehrad 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 and Panorama Hotel Prague are OFFERING A CHALLENGING OPPORTUNITY FOR A CANDIDATE WHO IS ABLE TO DELIVER RESULTS IN MICE SALES. The main goal for this position is to oversee, develop and maintain MICE segment and meeting company objectives for both hotels.

Entry Requirements

The candidate will be responsible for:

- Grows and maintains share of MICE business
- Looks for new business in MICE segment for both hotels
- Produces, implements and monitors action plans in order to ensure revenue budget objectives are achieved for both hotels
- Maintains contact with DMC's, PCOs and event planners
- Implements all sales action plans related to meetings & events area for Corinthia Hotel Prague & Panorama Hotel Prague
- Attends all site inspections possible alone all to support reactive sales team
- Prepares specific promotions and offers for need periods as required for both hotels
- Completes account management plans for assigned accounts
- Supports all activities with RSOs and GSAs as required
- Attends travel functions as required (i.e. trade shows, associations), plans sales trips
- Organizes Fam trips as necessary participating on the programs with the clients
- Reports to the DOS on potential markets needing coverage
- Entertains clients, prepares and leads site-inspections and stay-overs in co-ordination with the M&E Sales / Operation team

Other skills that will need to be demonstrated include:

- Experience in sales or MICE organizational part at least 1 year (ideally hotel or services)
- Fluent in written & spoken English

- Ability to work independently with pro-active and business driven approach
- Organization and communication skills
- Sales skills and key account management skills
- Flexibility

Benefits

- 5 weeks of holiday after 1 year of employment
- 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

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

APPLY