

ASSISTANT DIRECTOR OF SALES

Corinthia Palace Hotel & Spa - one of Malta's best luxury hotels - is seeking to recruit an ambitious, determined and an exceptional **Assistant Director of Sales** who is seeking to embark on a career in one of the most highly recognized hospitality organizations in the world.

As an Assistant Director of Sales you will be responsible for:

- For the daily sales efforts and is responsible for the overall positioning of the hotel, brand communication and the development of customers for the property including, rooms, dining outlets, and events.
- Responsible for rental revenue, yield strategies, implementation, market performance and meeting budget, forecast, and optimal business mix targets.
- Building effective partnerships with like-minded and luxury brands to build and grow the business both in terms of revenue and positioning. Establishing and maintaining good business relations with key corporate clients, e.g., airlines, DMC's, OTA's, travel agencies, tourist offices, etc.)
- Sets overall sales & marketing strategies, incorporating these into budgets and preparation of annual sales & marketing budgets.
- Identifying opportunities for new revenue streams and/or maximizing existing revenue streams.

Successful candidates will:

- Be willing to work flexible hours including evenings, weekends, and public holidays
- Possess excellent command of the English Language
- Ideally have a degree in business management, hotel management, marketing or equivalent
- Must have a dynamic leadership style, possessing excellent communication and decision-making skills and an astute business acumen
- Minimum 3-year experience, preferably in a 5-star hospitality setting
- Strong selling & negotiations skills
- Good analytical skills

BENEFITS:

- Discounts on F&B and room rates within the Company
- Health Insurance
- Active team member social events
- Training & development opportunities
- Growing company with global hotels



- Complimentary laundry service for Uniform
- Complimentary meals on duty

ABOUT CORINTHIA:

Founded in Malta in 1962, this boutique hotel was built around an elegant, converted villa from the 19th century. It faces the Presidential Palace and is next to the beautiful San Anton Botanical Gardens. Surrounded by its beautifully landscaped gardens, the Corinthia Palace Malta is a peaceful setting for a relaxing break and one of the island's leading 5-star hotels. Corinthia Hotels is a growing family of uplifting, luxury destinations.

There are now nine elegant properties worldwide, with several more landmark hotels opening soon. From city-centre hotels to coastal resorts, each one is connected by a strong Corinthia philosophy. Inspired by its Mediterranean, family run heritage, we provide uplifting moments, unforgettable experiences, and exquisite service.

The closing date for the above vacancy is **15-July-2023**

Candidates are requested to submit their CV by email to the Human Resources Department via **vacancies.palace@corinthia.com**