

Corporate Sales Manager

FULL-TIME

An exciting opportunity has arisen for a self-motivated and energetic Corporate Sales Manager.

The candidate will be responsible for:

- Keep updated on industry trends, innovations, and competitor activities within designated sectors and geographic areas.
- Develop strategic plans for industry sectors and detailed account development plans for key corporate accounts, proactively identifying and pursuing sales opportunities.
- Set realistic, measurable sales standards, objectives, and goals, communicating them to leaders and team members.
- Attend and actively contribute to daily and weekly sales meetings, communicating with CHI Regional office, and engaging in various sales activities, including telesales, appointments, site inspections, trade shows, and client entertainment.
- Leverage all available sales channels to optimize revenue.
- Oversee the hotel's sales database, ensuring accurate data maintenance and tracking in alignment with designated market sectors and territories.
- Develop close relationships with clients, collaborate with the leadership team, train, and support team members, and build effective relationships with corporate specialists and other relevant associations.

The ideal candidate will:

- Be able to prevail and demonstrate mutual value in lengthy and more complex negotiations.
- Negotiate in dimensions.
- Have strong leadership and managerial skills.
- Have advanced knowledge of designated markets with existing client relationships in this segment.
- Possess exceptional IT skills, with a preference for knowledge of Opera Sales and Catering.

We Offer:

- Welcoming and fun environment.
- Meals on duty.
- Health insurance cover.
- Interesting career opportunity and fast professional growth.

Candidates are requested to submit their CV by e-mail to the Human Resources Department on: martina.bartolo@corinthia.com by 1st February

