İLBAK HOLDING

CORPORATE SALES EXECUTIVE

JOB DESCRİPTİON :

The main responsibilities and tasks of this position are as listed below, but not limited to these:

- Compile weekly and monthly actions plans to develop new accounts and grow incremental revenues from existing accounts.
- Plan and execute sales trips to assigned territory as directed and defined in hotel's marketing plan. Calls to include corporate accounts (decision-makers, influencers, bookers and corporate agents.)
- Conduct a set number of sales and prospecting activities on corporate accounts.
- Provide feedback and market information, trends on assigned and new accounts.
- Organize and accompany familiarization trips and hotel site inspections for clients and regularly entertain major clients of the hotel with support from senior management.
- Attain monthly goal for prospecting calls to generate new sources of business from new industries or areas.
- Produce monthly report on corporate account production.
- Maintain accurate databases of corporate accounts (decision-makers, influencers and corporate agents/bookers)

QUALIFICATIONS:

- Minimum of 2+ years direct hotel sales management experience,
- Computer proficiency is required; must possess experience with Microsoft Outlook, Excel, Power Point, Word, Opera software,
- University degree in related areas,
- Fluency in English (both verbal and written),
- Strong communication and negotiation skills,

SON BAŞVURU TARİHİ: 19.12.2014

Yukarıda şartlara uyum sağlayan ve başvuruda bulunmak isteyen mezunlarımız fotoğraflı özgeçmişlerini cv@ticaret.edu.tr adresine mail atarak yapabilirler.

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