

Global Sales Manager - International Hotel Brand

Sales Manager at Global Hotel Brand

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1496881

業種

ホテル

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 1000万円

更新日

2024年10月16日 00:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Expand experience and network in a global hotel brand as a Sales Manager. Support the global sales and mission by leveraging products/services, establishing and maintaining relationships with multiple contacts in assigned accounts.

Client Details

A leading global hospitality company with properties all around the world, offering a diverse portfolio of brands from luxury to budget accommodations. Known for its strong commitment to customer service, innovation, and sustainability.

Description

- Responsible for proactive account, segment or regional sales
- Develops opportunity sales plan with actionable steps to attain revenue goals
- Qualifies each business opportunity and recommends hotel products that match both the customer needs as well as the hotel's business needs. Suggests positive alternatives whenever necessary.
- Works with account team leaders to coordinate and implement the strategic direction of the account that maximise team-based selling opportunities and lead to revenue maximisation and customer satisfaction

Job Offer

- Discount at group hotels, restaurants, and bars
- Work from home
- Retirement plan (401K type)
- Expanding experience and network in a global hotel group

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

スキル・資格

- Bachelor's degree in Hospitality, Business, Sales or a related field
 - More than 3 years experience of sales in hotel or travel industry in Japan
 - Negotiates terms and conditions, commitments and customer issues that enhance the sales opportunity and business relationship
 - Establishes and maintains relationships with multiple contacts in assigned accounts
 - Business level English and Native level Japanese
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会社説明

A leading global hospitality company with properties all around the world, offering a diverse portfolio of brands from luxury to budget accommodations. Known for its strong commitment to customer service, innovation, and sustainability.