

Leisure Sales Manager – UAE

This 5 star luxury hotel requires a person to develop and maintain new and existing customers specifically for the leisure markets. The individual should have 10 years of experience in a sales role, excellent communication and analytical skills and be customer focused.

Salary: Negotiable

Director, Customer Relations Manager – UAE

The individual will manage and expand the CRM capabilities of a 5 star luxury hotel and will be required to develop and expand consumer database capabilities including interface with other operating systems and marketing functionality.

He/she will be responsible to develop and manage the CRM/Direct Marketing department including data analysis, program development, campaign execution, data modeling and staff development. Other responsibilities will include working with other internal and external team members (advertising, Media Agency, on-line, Sales & PR) to develop integrated communications solutions to marketing initiatives and with the Advertising & Promotions Director, Web Director, F&B Director and Operations to create a customer focused operation.

He/she should have a degree in marketing, 10 years of experience in a marketing role and experience in managing a direct marketing/CRM function, excellent analytical skills, some technical background/understanding of CRM systems, excellent program management skills and strong communication skills.

Salary: \$80,000 U.S. per year

Assistant Director of Catering and Events – UAE

A 5 Star luxury hotel in UAE currently requires an Assistant Director of Catering & Events. He/she will be responsible to oversee the day to day sales efforts of the Catering and Events department with specific responsibilities for directing sales, training and maintaining systems in view of achieving the departmental and hotel targets.

The ideal candidate will be dynamic and a 'finisher'. He/she must have an eye for detail and the ability to drive through solutions. He/she will have strong commercial orientation with broad business understanding and skills with ability to focus on key issues with an attention to detail and accuracy of information. He/she should have a bachelor degree in sales & marketing, be computer literate with effective and outstanding communication skills, both verbal and written. Single status preferred.

Salary: US\$1,800 - \$2,000/mth Net plus single accommodation plus expat benefits.

Director of Sales – Doha

A 5 star luxury hotel requires a Director of Sales for their property in Doha. This individual will function as the leader of the hotel's segmented sales effort (e.g., group, transient, association, corporate, etc.) and will be responsible for implementing the segment sales strategy and achieving segment revenue goals, property revenue goals and guest and associate satisfaction. He/she will lead and manage all day-to-day activities related to the sales function with a focus on building long-term, value-based customer relationships that enable achievement of hotel sales objectives. You will be required to achieve personal booking goals and make recommendations on booking goals of direct reports.

Salary: QR 13,000 – 15,000/mth + expat benefits

Director of Sales and Marketing - Italy

An international hotel group with over 250 properties requires a suitably qualified candidate for the position of Director of Sales & Marketing for a new luxury property opening in Rome.

They are looking for a high caliber and experienced individual who will work closely with the new General Manager and be part of the team to drive the opening and crucial commercial positioning of this hotel. This person must be Italian speaking with some familiarity or exposure to the market in Rome. He/she should possess a proven track record in successfully positioning and driving 5 stars hotels in centrally located urban environments and have a significant and relevant portfolio of luxury clients and accounts across the most relevant market segments for properties in this specific category. The candidate should also possess excellent management and interaction/communication/ presentation skills with both internal and external customers.

Salary: Euros 65,000 to 75,000 plus company benefits.

Regional Director of Sales - Egypt

An internationally known luxury branded hotel company with properties worldwide requires a French speaking Regional Director of Sales for their North African hotels (approximately 6 hotels). The position is based in Cairo, Egypt and is for sales only, as marketing is handled corporately with input by the Regional Director of Sales.

The candidate will be responsible for all of the North African hotels and this regions growth and, based on his/her performance, will be responsible for all the African hotel products. The successful candidate must have strong leisure market sales

experience along with a pioneer mentality and the drive to build this brand (12 hotels in the next 3 years). He/she must have advanced education in sales and marketing or be a hotel school graduate with a minimum of 5 years of senior experience in sales. He/she must be very familiar with the EU, US and French travel markets.

Salary: Above average plus benefit package, including accommodation and schooling may be offered to the most suitable individual.