

## **Group Sales Manager**

**Adham Hotels Group** is currently looking to recruit a highly ambitious, passionate and results driven Group Sales Manager for the 6 hotels currently within their portfolio in the West/South Yorkshire, North Lincolnshire, and Tyneside areas. Primarily based in Halifax but will be required to visit other sites.

### **The Package / Benefits / Opportunities**

- Competitive Salary from £30k+
- 28 days holiday each year, including bank holidays. This will increase with length of service.
- Sales Commission Bonus
- Meals on duty
- Discounts across the group
- Opportunities to progress and develop.
- Based In Imperial Crown Hotel Halifax (You will be expected to travel to other sites as required)

### **The Role:**

The ideal candidate will have a strong background in hotel sales, exceptional leadership skills, and a passion for delivering exceptional guest experiences. As the Group Sales Manager, managing client relationships, and implementing effective sales strategies to achieve sales targets and drive revenues across all departments including rooms, F&B & C&B, M&E

As Sales Manager, you will be responsible for building and maintaining existing client relationships whilst also targeting new business and creating sales activity plans to deliver and exceed budgeted targets. You will need to be a strong networker with a good knowledge and understanding of the market and local area with a broad level of experience, ideally having worked within a hotel environment previously.

The ideal candidate will be passionate about driving new business forwards, creating demand for all segments within the local market by telesales and direct field sales appointments, building relationships with clients and achieving above budgeted sales revenue.

### **Required Skills**

- Experience of corporate, leisure & group sales in a similar environment with proven results.

- Dynamic, Creative, Proactive, & Results Driven.
- Manage, maintain, and continue to develop existing accounts.
- Identify opportunities for new business.
- Strong networking skills, with the ability to build relationships quickly.
- Work well with all departments within the hotel to ensure the highest guest experience is always delivered.
- To be familiar with all product offerings in competitor hotels and communicate any changes in the local marketplace to the General Manager.
- To develop relationships with Agents and carry out presentations to ensure total awareness of the hotel.