



Location **Saudi Arabia**

JobCode **201201-1923**

## Cluster Director of Sales

### Property Information

This luxury hotel epitomizes the ultimate in modern elegance. They have elevated the art of personal service to new levels by offering six distinct award-winning restaurants, over 300 guestrooms that blend international contemporary luxury with a hint of local design. As well as offering a unique 24-hour butler service.

### Brief Job Description

- Works with the General Manager in preparing the marketing, advertising, sales plans, programs and annual budget of several 5 star hotel
- Responsible for total revenue and yield strategies, implementation and results including group and transient rooms, group food and beverage, meeting room rental, local catering, outlet, and other revenues
- Develops targeted marketing programs for maximum promotion and successful execution of all tactics to drive group and leisure business
- Responsibilities also include daily operations, training, and directing of the sales staff

### What is expected from a suitable candidate

- At least 2 years experience in a similar cluster role, preferably in the Middle East.
- Extensive sales experience within luxury and ultra-luxury properties and International Hotel Chains
- Experience in extremely competitive markets
- Experience in handling of a Cluster Sales Team of more than 10 Sales Persons
- Personal skills must include: self-motivator, team-player, innovative, pro-active, sales and customer focused. Also strong sales skills would be an advantage.
- He must be able to fully understand a Hotel Profit & Loss statement and implement remedial actions to support any sales issues that are restricting hotel performance.
- He must also be familiar and competent with excel and MS office.
- Strong management skills.
- Excellent customer service skills
- Ability to analyze data and take the appropriate remedial action



**Remuneration package and job related information**

Preferred Starting Date:	<b>ASAP</b>
Remuneration Package:	SAR 15.000 – 20.000 per month - 12 months per year
VISA Requirements (if any):	Open to all nationals

**Interested Professionals please send your:**

**Complete Resume or Curriculum Vitae**  
**Profile Image**



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