

Group Sales Manager

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Company: Rosewood London

Location: United Kingdom

Category: other-general

Job Description

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Role

We are currently looking for a **Group Sales Manager** to join **Sales and Marketing team** at Rosewood London. Our **Group Sales Manager** is appointed to grow the group base by analysing, negotiating and converting demand, while acting as a brand ambassador to secure reputable and lucrative business for the hotel.

Key expectations of this role are

Converting enquires into sales in order to maximise revenue and occupancy.

Responding to group enquiries (all leads with minimum 10 peak room nights) via phone, email, RFP channels, direct and walk-ins to the hotel, before end of business day and no more than 24 hours later.

Acquiring, retaining and developing group business for the hotel and understanding the comp set and retrieving market intelligence.

Analyzing, properly qualifying, negotiating, and preparing proposals, contracts, and addendums according to hotel availability and demand while maintaining price integrity and ensuring a high level of groups conversion from short and long lead requests.

Being an ambassador for our exceptional meeting space offerings, and use your

expertise to maximise yield in alignment with the strategic goals of the events department.

Developing database of contacts of clients and ensuring regular communication and updating of hotel latest news.

Profile

Previous Sales, Event Sales or Services experience in a luxury hotel preferred

The ability to work in a team and build relationships with the others.

Being highly organised and proactive in coordinating your tasks.

Understanding of the function of events sales management systems preferred.

The ability to clearly communicate in written and spoken English via several different communication channels.

All our associates have the opportunity to live by our guiding philosophy which captures the essence of our culture RELATIONSHIP HOSPITALITY. Heartfelt interactions are our lifeblood. A desire to build genuine, rewarding and lasting relationships with everyone we meet comes naturally to us – it's our Calling.

Benefits

Competitive salary

Complimentary room nights worldwide

Property Food & Beverage and Spa discounts

31 days paid holiday including bank and public holidays

Private medical cover

Company pension scheme and life assurance

Recognition and reward programmes

Talent development opportunities

Earn cash back when you shop online through 'MyRosewood London'

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