

United Kingdom Jobs Expertini®

Key Account Manager - Corporate

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Company: Millennium Hotels and Resorts

Location: London Area

Category: management

Key Account Manager- Corporate Accounts
An exciting opportunity has arisen to join the Central Sales Function here at Millennium Hotels and Resorts UK in our Head office as a **Key Account Manager- Corporate Accounts**. Our Key Account Manager will develop revenue opportunities in the UK, Europe and Global Corporate market by producing new business opportunities and effective account management across Agent's client base, in order to achieve agreed annual sales targets. Key Account Manager role will involve: With effective planning of co-ordinated sales efforts, and personal and consistent sales service develop new accounts, maintain and increase market share of existing accounts, resulting in the achievement of the regions profit plan. Account manage relationship with geographically assigned preferred Corporate Agents, negotiation of overrides on an annual basis. Research and identify new business for the group from your account base, work very closely with local M&C sales people and account managers in Corporate Agencies. Liaise with Europe DOS's on offering new tactical offers and incentives for Corporate clients, therefore maximising all Company promotions to the benefit of the hotel. Lead quarterly/ monthly reviews with Agency Account Managers, key contacts within assigned region, assessing market share gains, driving activity, agreeing MI targets for the hotels. Benefits of working a Key Account Manager: Sales Incentive plan – Quarterly and Yearly. Zone 1 and 2 Travel Card. Social Events, Wellbeing and Team Activities. Training and development. Cash Health Plan cover option available. Apprenticeship/Placement opportunities. Career development and salary reviews. Interest free Season Ticket Loan Scheme. Uniform (Laundry / Dry Cleaning for Uniform). Meals Provided on Duty. Length of Service related holiday scheme. Eye Care.

VouchersEmployee Discounted Accommodation and F&BLife AssuranceRecommend a Friend Schemeand many more....What will make you successful:Previous experience working with regional or global accounts and a track record of over achievements to targetsHave proven ability in strategic thinking and planningHave a passion for developing new business and demonstrate an entrepreneurial mindset Be committed to customer supportBe flexible and agile with an entrepreneurial mindsetABOUT THE GROUPMillennium Hotels and Resorts own and operate a portfolio of over 120 hotels worldwide. In Europe, our 19 hotels provide the perfect gateway to explore landmark locations, with many iconic attractions and business hubs close by.Properties under the group are placed into four collections: Leng's Collection, Millennium Collection, Copthorne Collection, M Collection and The Biltmore Mayfair. Each collection has its own distinct personality, character and clearly defined hotel brands within it; tailored to suit different types of guestsWe are an equal opportunities employer.In line with the requirements of the Asylum & Immigration Act 1996, all applicants must be eligible to live and work in the United Kingdom. Documented evidence of eligibility will be required from candidates as part of the recruitment process.To improve compliance with identity document validation, successful applicants will provide their right to work in UK which will be verified using Trust ID Scanners and Software.

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