

United Kingdom Jobs Expertini®

Manager, Global Sales- Europe

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Company: Standard International, LLC

Location: London Area

Category: management

Manager, Global Sales · London Base · £47,750-55,755K Job Purpose The Manager, Global Sales - Europe is primarily responsible for leading European-based sales efforts in relation to the Corporate, Leisure & Wholesale segments to maximize revenue opportunities for all Standard Hotels. This is a hybrid position based in London with a minimum of 3 days a week based at The Standard, London and an expectation of regular travel. They will work with the VP, Global Sales, to deliver the company's overall sales plans. Considering this is a new role, we are looking for a self-starter with a proven record of proactive sales efforts to develop their own account list along with consistently seeking opportunities to obtain new accounts. They will be an industry expert to provide market updates, support, and training (as it relates to their market segment) to peers and the on-property teams.

Duties and Responsibilities:

- Maximize revenue opportunities from managed Corporate, Leisure & Wholesale accounts.
- Develop list of global accounts within the Corporate, Leisure & Wholesale sectors and consistently be proactive in finding new accounts.
- Handle all sales efforts in relation to managed accounts such as (but not limited to) contracting, sales calls, marketing opportunities.
- Executes and supports the operational aspects of business booked (e.g., generating proposal, writing contract, customer correspondence).
- Provide market intelligence and support to hotels.
- Achieve goals and KPIs as set forth by VP, Global Sales.
- Maintain detailed & timely records of sales actions within company software (such as CRM, analytics tools, etc.).
- Actively participate in promoting company's various programs & initiatives, particularly those relating to managed segment.
- Work with the marketing department where necessary to plan and direct campaigns promoting managed segment.

Develops and executes annual sales plan for managed market segment. · Maintain personal budgets & expenses to ensure it follows the overall global sales budget. · Work with on-property sales teams to give regular updates and assistance with managed accounts in effort to maximize revenue potential. · Follows direction and task assigned by VP, Global Sales. Qualifications, Knowledge, and Skills: · 2+ years' Sales experience in Corporate, Leisure and/or Wholesale segments for Luxury, Lifestyle, or boutique hotel sectors. · Outstanding communication skills in English, both written and verbal. Professional working proficiency in German is a plus. · Computer proficient. · Have strong Business Development skills to develop account leads, contracting accounts, RFP proposals and account management to increase production. · Sound decision making; the calm in the storm. · Act with integrity & confidence; our reputation is paramount to our success. · Ability to manage change effectively. · Target driven and results orientated. · Highly motivated and pro-active; act with professionalism and positivity in all interactions. · Ability to deliver high and consistent service standards. · Ability to multitask, work in a fast-paced environment and have a high-level attention to detail. · Flexibility to work a varied schedule, which may include weekends and holidays. · Ability to travel domestically and internationally.

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