



Camera di Commercio Italiana in Cina
中国意大利商会
China-Italy Chamber of Commerce

China-Italy Chamber of Commerce
Beijing Career Day, May 12th, 2019

Job Description

Position: Sales Executive, for a pre-opening Hotel in Beijing

Job Description: This role is dedicated to initiate, cultivate relationship with Embassy accounts on behalf of Hotel Brand to develop sales contracts and generate revenue.

Job location: Beijing

Type of job (full-time, part-time, internship): Full-time

Required experience: Previous sales experience is preferred

Starting date: ASAP

Salary (if indicated): N/A

Candidate's Requirements:

- Implements all sales action plans related to his/her market area as outlined in the Marketing Plan;
- Establishes and maintains files on major active accounts within his/her market areas;
- Promotes and produces sales leads for other Hyatt hotels;
- Provides feedback to the Director of Sales & Marketing/Senior Sales Managers on changing marketing conditions, including trends in the competition, as a result of direct sales solicitation, telephone and direct mail, in his/her market areas;
- Assist sale manager to conduct hotel inspection for all walk in, meeting group and contracted clients and plan next step for future follow;
- To meet and welcome some top key accounts, group organizer and VIP guests upon check-in;
- Disseminates sales related information to other departments as appropriate;
- Attends all pre-conference meetings, as required, arranged by the Banquet Sales Department and assists in the preparation of post-conference reports.

Company Information



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Company Name: Joie de Vivre Hotels

Company Description: Joie de Vivre is a Lifestyle Hotel Brand in US, this Brand joined Hyatt portfolio very recently. The Joie de Vivre Brand is now expanding and opening new hotels out of US. The next to be in Beijing, China.