



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: Senior Sales Manager 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:

- Responsible for initiating revenue from Embassy to the hotel;
- Responsible for cultivating productive relationship with Key Account and Key Prospect in these markets;
- Maintain an effective tracing system, monitor production all of accounts and discuss appropriate action with Director of Sale;
- Responsible in developing new business market;
- Submit to Director of Sales on weekly basis, a weekly call plan including sales call objective, sales expenses;
- Totally sell all aspect of hotels operation i.e. rooms, function, food & beverages, groups and banqueting;
- Maintain a regular sales call pattern i.e. minimum 20 face to face calls per week, focusing on surrounding area;
- Attend to relevant correspondence, filling and general administrative function as they arise;
- Travel national and international as required;
- Conduct hotel inspection and regularly entertain present and potential accounts/sources of business;
- Attend any relevant function and promotions and any in-house function as required;
- Attend and contribute to Sales & Marketing meetings.



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

Company Information

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