

## Sales Manager

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Company: Four Seasons Hotels and Resorts

Location: Bahrain

Category: other-general

### **About Four Seasons:**

Four Seasons is powered by our people. We are a collective of individuals who crave to become better, to push ourselves to new heights and to treat each other as we wish to be treated in return. Our team members around the world create amazing experiences for our guests, residents, and partners through a commitment to luxury with genuine heart. We know that the best way to enable our people to deliver these exceptional guest experiences is through a world-class employee experience and company culture.

At Four Seasons, we believe in recognizing a familiar face, welcoming a new one and treating everyone we meet the way we would want to be treated ourselves. Whether you work with us, stay with us, live with us or discover with us, we believe our purpose is to create impressions that will stay with you for a lifetime. It comes from our belief that life is richer when we truly connect to the people and the world around us.

### **About the location:**

On an exclusive island in the heart of the Kingdom's capital, Four Seasons Hotel Bahrain Bay, with its unique architecture, has become an iconic landmark that soars as a destination in its own right, combining the best of a beach holiday and an urban getaway.

### **About the Role of Sales Manager:**

The Sales Manager will ensure that sales activities, top accounts and bookings are focused to yield maximum revenue per available room.

You will be responsible for a portfolio of accounts. Full account management as well as

business development in the relevant territory. Meeting set targets, quarterly goals and assisting the Assistant Director of Sales and Director of Sales with information gathering, segment insights and segment strategy. Engaging with portfolio of accounts through sales activities such as site inspections, entertainment on and off property and networking engagements.

**Key Components:**

Account management of account portfolio.

Actively seek out new sales opportunities through cold calling, networking and social media.

Set up meetings with potential clients and listen to their wishes and concerns

Prepare and deliver appropriate presentations on products and services

Create frequent reviews and reports with sales and financial data

Participate on behalf of the hotel in exhibitions or conferences

Provide revenue and room night data and do regular quarterly reviews with main account contacts.

Negotiate/close deals and handle complaints or objections

Set strategy for the segment and provide market insights and comp set analysis.

Prepare any group or RFP proposals.

Negotiate RFP and group terms and conditions.

Conduct site inspections and client entertainment both on and off property.

Attend Trade shows and networking events.

The ability to coordinate with other Department Heads to ensure quality of guest/group satisfaction.

Collaborate with team members to achieve better results

The ability to create group proposals and follow up for all groups.

**About our Ideal Sales Manager candidate:**

To thrive in this role, you will have a hunger for results, have strong negotiating and influencing skills, be innovative and a bundle of energy with a positive mind-set. You will possess a thirst for multi-tasking, working independently or in collaboration, to meet tight deadlines whilst managing multiple projects simultaneously.

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**Desired Skills and Experience:**

3-5 years' experience in the same or similar role within the hotel industry and preferably within a luxury brand

A strong grasp of this critical market segment having previously built solid and long-lasting relationships with key contacts

A style that is authentic, engaging and strategic, based on identified business priorities and capable of driving team success

Impeccable communication, negotiation and influencing skills

Highly motivated individual with strong organizational skills.

Proficiency in English

Arabic language is a must

Strong team player.

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