

Groups & Events Sales Manager

Groups & Events is responsible for achieving revenue goals through sales activity targeting companies and individuals who seek to organize meetings, exhibitions, events and weddings at the Hotel's unrivalled function rooms and its unique Ballroom.

Uplift Your Career with Corinthia Budapest!

Tasks & Involvements:

- Analyse citywide demand and opportunities from all markets with a particular focus on the US and the UK markets.
- Closely monitors Budapest and the Hungarian market, including competitors.
- Recognise local opportunities and acts accordingly.
- Use available data and plan sales activities to target potential clients. Such initiatives include organised and cold call sales calls, sales blitzes, and regular follow ups with a view to maximize converted business for the hotel.
- Maintain a database of current clients ensuring this is always updated. Ensures constant communication with existing partners to ensure the relationship is kept alive.
- Handle all incoming inquiries from potential clients and proactively follow up through face-to-face meetings, site inspections, and calls.
- Convert requests and subsequent negotiations to signed contracts in line with company strategies and goals.
- Provide timely, complete, and accurate information to the hotel operational teams ensuring they become aware of what has been agreed with clients in relation to their event, so they could in-turn provide a seamless and event.
- Work closely together with the Corporate Transient Team.
- Entertain current and potential clients through familiarisation visits at the hotel.
- Be ready to travel to represent the brand and the hotel in international fairs or organized events.
- Achieve individual monthly conversion and revenue goals.

The Ideal Candidate:

- At least 2 years' experience in hotel sales department
- College/university degree in relevant field
- Proficient command of English and Hungarian languages
- A winning sales attitude with excellent organization & communication skills
- Professional self & corporate representation

Benefits:

- Competitive compensation package with cafeteria
- Complimentary staff meals on duty
- Private healthcare insurance
- Dry-cleaning service; discounted parking service
- International Corinthia discounts
- Employment recognition awards & events
- Learning & development opportunities

Candidates must be eligible to work in Hungary and are requested to submit their professional CV in English with their application.

CORINTHIA BUDAPEST, HUNGARY