

Area Director of Sales and Marketing (Full Time)

An excellent opportunity has arisen for the position of an Area Director of Sales and Marketing. Forming part of the property Executive Leadership Team, the selected candidate will possess a strong commercial acumen and a background in Sales and Marketing within the hospitality industry. He/she will be leading the Sales and Marketing team of a multi brand cluster of hotels, located around the St Julian's and Gzira areas.

Key Responsibilities:

- Lead, motivate, train and support the sales and marketing team to achieve set goals and objectives.
- Prepare, manage, and adhere to the annual Sales & Marketing Budget, making best use of the funds available
- Set Overall Strategies for different market segments in order to maximize occupancy and profitability for every independent hotel.
- Observe market trends, identify opportunities, and monitor competitors to maintain a competitive edge.
- Foster strong relationships with key clients, whilst looking at opportunities to onboard new partners.
- Set Key performance indicators for the segments and team, analyse performance, and take corrective actions as and when needed.
- Work closely with the senior leadership team to achieve the hotel's vision for revenue, positioning and profit plan delivery.
- Ensure all marketing collateral aligns with the hotel's brand and style and create partnerships to enhance market positioning.

Ideal Candidate:

- Proven track record in a senior sales and marketing role within the hospitality industry.
- Strong leadership skills with the ability to build and motivate high-performing teams.
- Excellent strategic planning, budgeting, and market analysis capabilities.
- Exceptional communication and relationship-building skills.
- Ability to thrive in a fast-paced, dynamic environment and make data-driven decisions.

We offer:

- Welcoming and fun environment.
- Meals on duty.
- Interesting career opportunity and professional growth.
- Health insurance cover.

Candidates are requested to submit their CV by e-mail to the Human Resources Department on stjulians.jobs@corinthia.com