

Director of Sales – Corporate & Government at Fairmont Hotels & Resorts

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

The Fairmont Norfolk is a historic hotel in Nairobi, Kenya and is owned by the luxury hotel chain, Fairmont Hotels and Resorts. The hotel has rooms, 4 restaurants, and consists of 5 main blocks, each ranging from 1 to 2 stories high. The hotel has a signature Tudor style of architecture that has been maintained since its original construction.

Summary

The Director of Sales, Corporate & Government will be responsible for recapturing the glory of old while also leveraging the dynamic aspects of the Hotels and the market that will result in re-establishing our status as leading luxury hotels. With a strong focus on Luxury combined with strong sales expertise, you will lead a large team of sales experts in maximizing performance for the Hotels. This includes overseeing the generation of all revenues consistent with hotels and company objectives and the implementation of sales performance management systems.

What's in it for you:

Employee benefit card offering discounted rates in Accor worldwide

Learning programs through our Academies

Opportunity to develop your talent and grow within your property and across the world!

Ability to make a difference through our Corporate Social Responsibility activities, like Planet 21

What you will be doing:

Directly overseeing the following segments; Corporate Sales, Group Sales, Government Sales, Incentives, Conventions and Meeting Sales

Directing relevant sales initiatives for the hotels, coordinating with the F&B marketing team.

Participating in Revenue Management to ensure that maximum revenues/yields are achieved.

Play a valuable role in the development of the Strategic Plan and the education of all members of the team to this direction.

Develops, energizes and leads a motivated, competent and cohesive team consistent with the Hotel, Regional and Corporate needs through implementation of approved Talent and Culture and Sales Programs.

Maintain open communication with property General Managers, Global Sales Offices, Corporate Sales Office and Regional Office teams.

Entertain existing and potential clients with regularity.

Provide guidance and direction in the development of segment action plans to achieve all goals (total revenue, RevPar Index, Colleague engagement and others).

Has the responsibility for setting individual Room Revenue/Night Goals (Quota's).

Identify market trends and new opportunities and implement strategies to address them

Provide guidance and direction in the development of segment action plans

Responsible for quarterly management of the Sales Incentive Program (if applicable)

Ensures the integrity of key account/key prospect database and monitors staff input for accuracy, thoroughness and coverage of local area.

Prepare weekly, monthly, quarterly and annual reports as required.

Provides on-going direction and development support to all direct reports by ensuring appropriate sales training programs are in line with individual career objectives and by providing guidance and direction in the development of segment action plans.

Perform any and all other tasks as assigned

Your experience and skills include:

Proven experience in sales, preferably in the hospitality industry.

Experience with key market segments – Corporate Sales, Group Sales, Government Sales, Incentives, Conventions and Meeting Sales

At least 5 years working experience in a similar role with strong knowledge of the Kenyan Hospitality market.

Highly energetic with demonstrated exceptional organizational and communication skills.

Ability to build and maintain relationships with clients.

Strong organizational and planning skills.

Experience in City, Resort and remote destination sales

Experience working in the International market is an asset

Bachelors Degree and/or Hotel Management Degree is an asset

Ability to develop relationships with all levels of clientele, and interact with people from different cultures and backgrounds

Astute attention to detail

Excellent communication skills, both written and verbal

Valid driver's license.

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