

Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts

[Apply Now](#)

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

As a Sales Executive in the MICE segment, you analyze local market trends and competitor activity to generate new future business for the hotel.

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:

Analysis local market trends and competitor activity to identify new business leads

Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams

Negotiate room rates/packages with corporate clients

Develop and implement creative local marketing channels, including social media channels

Prepare company contracts for the hotel in accordance with current business and pricing conditions

Work within current business strategies and recognize potential opportunities

Cooperate with other departments in the hotel to create an exceptional Guest experience and build strong, comprehensive sales programs

Attend Sales events, as required

Produce accurate and timely reports that meet the needs of the Sales Director and senior management including the reporting of appointments, calls made, and business leads

Answer customer queries in a prompt and professional manner

Your experience and skills include:

Bachelors degree and/or Hotel Management degree preferred

Minimum of 3 years experience in 3 star hotel sales. Additional experience in the hospitality industry an asset.

Good understanding of luxury market

Possess or attain affiliation with leading industry Association within three years of hire/taking position

Ability to travel on regular basis and work flexible hours and days.

Knowledge of Opera, Microsoft Word, Microsoft Outlook.

[Apply Now](#)

Cross References and Citations:

1. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Firefighterjobsnearme Jobs Kenya Firefighterjobsnearme ↗
2. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Contentwriterjobs Jobs Kenya Contentwriterjobs ↗
3. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
TourismjobsJobs Kenya Tourismjobs↗
4. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
EntertainmentjobsnearmeJobs Kenya Entertainmentjobsnearme↗
5. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Architecturejobs Jobs Kenya Architecturejobs ↗
6. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Musicjobs Jobs Kenya Musicjobs ↗
7. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
ExpertiniJobs Kenya Expertini↗
8. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Pharmacistjobs Jobs Kenya Pharmacistjobs ↗
9. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
PhpjobsJobs Kenya Phpjobs↗
10. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Searchenginejoblistings Jobs Kenya Searchenginejoblistings ↗
11. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
BelgiumjobsJobs Kenya Belgiumjobs↗
12. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Shanghaijobs Jobs Kenya Shanghaijobs ↗
13. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
NzjobscareerJobs Kenya Nzjobscareer↗
14. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Beijingjobs Jobs Kenya Beijingjobs ↗
15. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Instrumentationjobs Jobs Kenya Instrumentationjobs ↗
16. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts
Finddriverjobs Jobs Kenya Finddriverjobs ↗
17. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts

GeologyjobsJobs Kenya Geologyjobs ↗

18. Sales Executive- Meetings, Incentives and Events at Fairmont Hotels & Resorts

Searchcanadajobs Jobs Kenya Searchcanadajobs ↗

19. Sales executive- meetings, incentives and events at fairmont hotels & resorts Jobs Kenya ↗

20. AMP Version of Sales executive- meetings, incentives and events at fairmont hotels & resorts ↗

21. Sales executive- meetings, incentives and events at fairmont hotels & resorts Kenya Jobs ↗

22. Sales executive- meetings, incentives and events at fairmont hotels & resorts Jobs Kenya ↗

23. Sales executive- meetings, incentives and events at fairmont hotels & resorts Job Search ↗

24. Sales executive- meetings, incentives and events at fairmont hotels & resorts Search ↗

25. Sales executive- meetings, incentives and events at fairmont hotels & resorts Find Jobs ↗

Source:<https://ke.expertini.com/jobs/job/sales-executive-meetings-incentives-and-events-a-kenya-jobwebkenya-799cb8aacc/>

Generated on: 2024-05-05 by [Expertini.Com](https://www.expertini.com)