



MYSTERY HOTEL BUDAPEST IS LOOKING FOR A MICE AND CORPORATE SALES MANAGER

Budapest's new boutique styled and mystic themed luxury hotel - a member of the exclusive brand Preferred Hotels & Resorts LVX collection - is looking for a MICE and Corporate Sales Manager.

Position summary:

The MICE and Corporate Sales Manager is responsible for revenue development through sales activity targeting corporations, meeting planners and DMC's. This includes both implementing business strategies to maximize revenues from assigned accounts and new business development, applying consultative selling skills. Responsibilities include in-person and telephone sales calls, detailed reporting on sales activities, partnering with marketing team on promotional activities, attending industry events, compiling market intelligence, providing input and recommendations on sales policies and collaborating with other hotel departments toward the fulfilment of company goals.

Main duties:

- Commitment to overall customer relationship management and revenue development plan
- Experience in account strategy, sales call planning and sales process execution
- Create a full proposal to customers for MICE, Corporate and Incentive groups in close relationship with other hotel departments within 24 hours
- Willingness and availability to travel (attendance at travel and related industry meetings / trade shows / sales calls)
- Regular follow up on proposal's, preparation and conduction of site visits to entertain potential and current clients based on business priorities
- Handling of post-event tasks after the departure of the group (billing, customer satisfaction, enquiring about future events)
- Negotiates new contracts and renewals to meet sales targets, plans sales activities by identifying potential new clients
- Handling all monthly statistics and reports with related to the segment
- Performs all duties and responsibilities in a timely and efficient manner in accordance with established company policies and procedures to achieve overall objectives of this position
- Keep close relationship with competitor Hotels and key actors, analyze competition check results and conduct site visit with them

Requirements:

- Ideally a minimum of 2 years' experience within the 5* Budapest or international market as MICE and Corporate Sales Executive or Manager
- Knowledge, experience and contacts with the travel industry
- Team player, self – starter, driven to overcome challenges, close sales and produce exemplary results
- Exceptional level of attention to details and planning
- High ethical standards and concern for customer care
- Hospitality Management Qualification – desirable
- Fluent in written & spoken English

If you would join our team, please send your CV both Hungarian and English to viktoria@mysteryhotelbudapest.com

