



Sales Manager

Are you looking for a new challenge? Do you see yourself working in a fast-paced company in the midst of growth? Are you able to adapt to change? Are you a self-motivated person who has plenty of drive? If so, you may just be the person we are looking for to join our team.

Infinite Hotel part of Gekko Group, a wholly owned subsidiary of Accor Hotels Group is looking for a new Sales Manager to accompany the Sales Director with the international expansion of Infinite Hotel.

Missions:

As Sales Manager you will take the leading role in developing the sales for the source markets within your portfolio.

You will be responsible for the following missions:

- The conversion of new clients and the business development of existing clients;
- Increasing Infinite's market share penetration with clients;
- Increased client knowledge and understanding of their: business model, top selling destinations, and product needs;
- Gain a clear understanding of the marketplace and drive Infinite's growth;
- Participation of developing strategies to achieve Infinite's sales objectives;
- Identifying rate issues and prioritising client product needs;
- Successfully delivering targets and exceeding sales goals;
- Completion of regular reporting, identifying and analysing market trends;
- Participation in international tourism industry trade shows, client visits and events;

Required Skills & Experience:

To join our growing team, you will need to have the following attributes:

- A positive, can do attitude
- A quick thinker, able to think outside of the box
- A pro-active, flexible sales approach driven by results
- Excellent communication and interpersonal skills over all mediums (face to face, email, phone, video etc.)
- Able to communicate with different profiles and build a strong network to help pilot business development
- Ability to work individually, as part of a team and with other departments
- Excellent time and prioritisation management
- Strong computer application skills (Word, Excel, PPT)
- Fluent in English, have good verbal and written French skills, Spanish and other languages are a bonus
- Degree in Tourism, Business Development, E-commerce,
- +3 years' experience with proven record of successfully increasing portfolio of new clients and increasing market share with existing clients
- Experience in B2B business or "hotel" technology sales will be a plus

Information:

Contract: Permanent full time contract

Starting date: As soon as possible

Salary: Depending on experience

Contact: send us your application and C.V. at: recrutement@infinitehotel.com