

Sales Manager 销售经理

Location: Guangzhou

Sector: Hospitality

Starting date: ASAP

Preferred Nationality: German/French/Spanish/Japanese/LATAM/Korean

Job Reference: CDS - 2023 - 040

ABOUT THE COMPANY

Conveniently located in the heart of the city, our client boasts over 800 exquisite guest rooms & suites, 151 fully appointed apartments and 471 offices, a grand Convention Hall and 9 multi-function rooms and 9 international restaurants and bars, comprising one two-Michelin-starred Restaurant, one one-Michelin-starred Restaurant, and two restaurants with the Michelin Guide Selected Restaurant. It also provides executive lounge, health club, business center, shopping arcade, parking lots, banks ticketing service, and limousine service.

RESPONSIBILITIES

- 贯彻落实酒店的规章制度和部门的工作标准，完成日常工作。
- Implement the hotel's rules and regulations and the department's work standards, to complete the daily work.
- 了解市场及竞争对手的信息和动态，协助部门主管执行及实施营销推广计划。
- To understand the information and dynamics of the market and competitors, and to assist the department head to execute and implement the marketing and promotion plan.
- 紧密的跟进所负责的客户的收入产量，以及与公司商务、散客、会务相关的生意。无论何时，最大化增加销售额。
- Tightly follow up the revenue yield of the customers under your responsibility, as well as business related to the company's business, casual guests and meetings. Maximize the increase of sales whenever possible.
- 努力保持旧客户，积极开拓新客户和销售网络，力争完成个人的销售指标。
- Strive to keep the old customers, actively develop new customers and sales network, and strive to complete the individual sales targets.
- 热爱品牌，积极地参与完成部门销售任务，为整个部门达到销售预算做出贡献。
- Love the brand, actively participate in the completion of departmental sales tasks, for the whole department to achieve the sales budget to make contributions.
- 执行酒店的营销方针及价格策略，收集客人意见和市场信息，对酒店的价格结构和销售策略提出建议，拓展日本市场。
- Execute the hotel's marketing policy and pricing strategy, collect guests' opinions and market information, make suggestions on the hotel's price structure and sales strategy, and expand the Japanese market.
- 完善客户资料，准确统计有关数据，建立详尽的客户档案，并及时维护和更新。

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- Improve customer information, accurate statistics about data, establish a detailed customer file, and timely maintenance and update.
- 完成部门主管分配的其它工作任务。
- Complete other tasks assigned by the department head.
- 对所有酒店的客人/客户/员工保持高水准的专业性。
- Maintain a high level of professionalism for all hotel guests/clients/employees.
- 协助做好商务和领事馆、商会聚会活动等国际性展会的具体工作，跟办客户和领事馆、商会在酒店举办的有关商务或领事活动后的一切善后工作。
- Assist in the specific work of business and consulates, chambers of commerce party activities and other international exhibitions, follow up with customers and consulates, chambers of commerce in the hotel organized by the relevant business or consular activities after all the aftermath of the work.

REQUIREMENTS

- 本科以上学历，具有五年以上星级酒店工作经验。
Bachelor degree or above, with more than five years of star-level hotel work experience.
- 具有丰富的销售理论和经验，有敏锐的市场触觉，掌握熟练的销售技巧，具备良好的管理、组织、判断、决策、创新、应变及组织协调能力。
With rich sales theory and experience, keen market sense, master skilled sales skills, good management, organization, judgment, decision-making, innovation, strain and organization and coordination ability.
- 具有高度的责任心，进取心和敬业奉献的精神。
Have a high sense of responsibility, enterprise and dedication.
- 具有优秀的社会活动能力，能对外界建立广泛的业务网络，熟悉主要客户的基本状况，同客户保持良好关系，具有优秀的管理，有良好的思想政治素质和职业道德，组织纪律性强。
With excellent social activities, can establish a wide range of external business network, familiar with the basic conditions of the main customers, with customers to maintain good relations, with excellent management, have good ideological and political quality and professional ethics, strong organizational discipline.
- 有一定的销售理论和经验，掌握熟练的销售技巧，协作性强，理解力高，具有公关能力，谈判能力，善于接触各类客人。
Have certain sales theory and experience, master skilled sales skills, strong collaboration, high understanding, public relations ability, negotiation ability, good contact with all kinds of guests.
- 了解本地及周围地区各企业情况，并保持经常性联系，掌握商务销售机会。
Knowledge the situation of various enterprises in the local and surrounding areas and maintain regular contact to grasp business sales opportunities.
- 要求说中文
Chinese speaking required

APPLICATION

Please send your resume and your motivation letter to:

sc-recruitment@ccifc.org

Mail subject : Your name | Sales Manager - Guangzhou [CDS-2023-040]

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