



Are currently recruiting for the position

Sales Manager

Reporting directly to a General Manager and will be mainly based off site, travelling to service and attract clients on a regional, national and international basis. The experienced and ambitious Sales Manager will have a proven track record in the 4 star hospitality sector. The Sales manager will have a professional approach and ability to work in this fast-paced environment. Key segments for development include conference/events, corporate, MICE and group.

Experience Expected:

- In addition to having an excellent track record in sales, the successful candidate will possess an outgoing personality, resourcefulness and a flair for sales with excellent inter-personal skills and a determination to succeed.
- Minimum 3+ years of experience as a Sales Manager with strong corporate sales experience within the hospitality industry within of the hospitality sector.
- Display strong research, trend spotting, competitive analysis and be IT proficient.
- Dynamic person with the natural ability to build rapport and maintain effective and trusting relationships with guests/clients, suppliers and colleagues.
- Exceptional communication and presentation skills both verbal and written.
- Ability to communicate, influence and negotiate effectively at all levels within a company.
- Ability to manage time and workload.
- High degree of self-motivation, strong commitment and driven to achieve targets
- results orientated.
- Business/Sales Degree.
- Full clean driving license.
- Flexible working hours.

Key Responsibilities

- To nurture existing business, source and generate new business opportunities to maximise revenues.
- Develop and deliver sales reports, project reports; follow up calls, competitor analysis etc.;
- Support, lead and work closely with a sales teams;
- Work within agreed budgets and timelines;
- Assist with the execution and implementation of in house business development initiatives.
- Sales experience should include: generating leads, creating proposals, conducting sales presentations, account management and meeting sales goals.
- You will be required to travel;

To apply please submit your up to date C.V. and a cover letter to ellenreidy@faithlegg.com or Ellen Reidy, HR Manager, Faithlegg Hotel, Faithlegg, Co. Waterford