**Sales Manager – Fixed Term Contract**

**March 2020 – February 2021**

Da Vinci’s Hotel are recruiting for an innovative Sales Manager to cover a period of Maternity Leave. The ideal candidate will have a strong Sales or Business Development employment background, ideally within the Hospitality environment. This role offers potential candidates the opportunity drive sales and exposure of Da Vinci’s Hotel to heightened success, whilst developing future growth potential.

This role is offered on a fixed-term contract and will cover a period from March 2020 to February 2021 on a full-time basis, with a full period of handover and training with our current Sales Manager to familiarise with the property.

The Job Purpose is to maximise hotel revenue through the implementation of a robust sales strategy, alongside overseeing the marketing function.

The ideal candidate will be responsible for:

* Understanding changing customer needs
* Developing the brand and protect its integrity
* Increasing customer retention
* Facilitating the generation of ideas and activities which are aligned to strategy
* Developing relationships with external stakeholders
* Managing all sales channels
* Overseeing the marketing function with a working knowledge of marketing and social media
* Working in partnership with other functions to drive sales
* Continually seeking to innovate and anticipate future market trends
* Performing other incidental and related duties as required and assigned

Essential Criteria

* Sales or business development experience, ideally within a hospitality environment
* Experience of the local hospitality market
* Proven experience of achieving required financial targets, including sales and revenue
* Candidates must be flexible to undertake various shifts which may involve weekends and bank holidays
* Candidates must be able to travel as necessary to business related events
* Professional qualifications or educational attainments in this area are advantageous