

# THE FULLERTON

HOTELS AND RESORTS

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## Director of Business Development – Catering

The Fullerton Hotel Sydney - Australia

### JOB RESPONSIBILITIES

- Manage a portfolio of Catering/MICE clients across industries such as medical, finance, legal, government and technology
- Prospect, quote, negotiate and confirm with clients and suppliers
- Generate new leads both from an established database of customers and new sources
- Participate in new business activities including customer sales calls, telesales and trade shows
- Conduct site inspections to showcase the Hotel
- Keep updated with brand programs and promotions in order to create a winning proposal
- Collaborate with the Events team to nurture and grow new accounts and generate new contacts
- Manage an ongoing SMART plan and achieve KPIs and Revenue targets

### JOB REQUIREMENTS

- Working experience in the related field is required for this position
- Ability to show drive and initiative, with the goal to progress in your career
- Strong attention to detail
- Excellent verbal and written communication skills
- Willingness to comply with all CovidSafe workplace requirements

To apply for the above position, please send your full resume to [fsy.talent@fullertonhotels.com](mailto:fsy.talent@fullertonhotels.com).