

# THE FULLERTON

HOTELS AND RESORTS

## Senior Sales Manager

The Fullerton Hotel Sydney - Australia

### JOB RESPONSIBILITIES

- Manage a portfolio of accounts across various industry segments, including pharmaceutical, finance, fashion, legal, government and technology
- Prospect, quote, negotiate and confirm business for the Hotel
- Generate new leads both from our 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 KPI's and revenue targets

### JOB REQUIREMENTS

- Demonstrate drive and initiative
- Attention to detail and possess a competitive spirit
- Demonstrate strong market connections and an understanding of representing a luxury brand
- Ability to evolve with the market and segment needs
- Present professionally both in person and in written form

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