

THE FULLERTON

HOTELS AND RESORTS

Sales Executive/Senior Sales Manager

The Fullerton Hotel Sydney

JOB RESPONSIBILITIES

- Manage and cultivate relationships with a diverse portfolio of accounts spanning various industry segments, including pharmaceutical, finance, fashion, legal, government, and technology.
- Develop and implement strategic sales plans to effectively prospect, quote, negotiate, and confirm business for the hotel, ensuring revenue growth and market expansion.
- Utilise market research and industry insights to identify target markets and innovative sales strategies that maximize occupancy and revenue.
- Drive new business acquisition through proactive outreach efforts, including customer sales calls, telesales, and participation in trade shows.
- Conduct comprehensive site inspections to showcase the hotel's facilities, amenities, and unique offerings to potential clients.
- Collaborate closely with the Events team to create tailored packages and experiences that meet the specific needs and preferences of clients.

JOB REQUIREMENTS

- Show drive and initiative.
- Have attention to detail and possess a competitive spirit
- Demonstrate strong market connections and an understanding of representing a luxury brand
- Be dynamic and evolve with the market and segment needs
- Present professionally both in person and in written form.
- Education background related to business or sales is preferred.
- Must have full work rights in Australia

To apply for the above position, please send your full resume to fsy.talent@fullertonhotels.com