

Join us in offering memorable experiences that will create colourful moments of joy for our guests as you take your career to new heights.

We are Hiring – Assistant Sales Manager

Key Responsibilities:

- Drives group lead conversion to achieve the set segment sales goals and targets for the hotel.
- Qualifies prospective clients, considering the goals set forth in the sales strategy, and negotiates the optimum rate for the benefit of the business.
- Responsible for rooms, catering, food and beverage, and other revenues as set out in the hotels' budgets.
- Implements all sales action plans related to the respective market(s) and account portfolio.
- Proactively seeks in-depth knowledge of accounts owned to understand the total revenue impact on the hotels for better negotiation opportunities.
- Maintains excellent relationships with existing accounts and solicits new business.
- Gathers and shares information with sales leadership on market trends, competitor activity and emerging markets.
- Performs all duties and responsibilities as assigned in a timely and efficient manner.

Minimum requirements:

- At least 3 years' relevant experience in the travel or hospitality industry.
- Diploma or Degree in Hospitality Management or related.
- Good interpersonal and communication skills with people from varied backgrounds.
- Dynamic, result-oriented, ability to work under pressure, and having a proactive attitude.
- Team player with a high level of energy, resourcefulness, and business acumen to succeed in this role.

If you are up for the challenge, please email your detailed Curriculum Vitae together with the names & contact details of two non-related referees to recruitment.slcb@shangri-la.com.

Please indicate the Job title on the subject line of the email.

Application closing date: **20th August 2024**