



THE BLUE WATER
HOTEL AND SPA

WE ARE HIRING!

JOIN OUR TEAM!

Welcome to The Blue Water Hotel & Spa, where luxury meets comfort in the heart of Kaluthara. We pride ourselves on offering exceptional service, exquisite dining, and a memorable stay for our guests. We are seeking competent staff to fill the following vacancies.

MANAGER - CORPORATE SALES

- Develop and execute comprehensive sales plans and strategies to attract and retain corporate clients.
- Identify potential business opportunities and market trends to expand the hotel's corporate client base.
- Develop innovative solutions to promote banquet facilities for corporate requirements.
- Achieve and exceed sales targets and revenue goals for the corporate segment.
- Negotiate contracts and close deals with corporate clients, ensuring mutually beneficial terms.
- Work closely with marketing, events, and other departments to develop tailored solutions for corporate clients.
- Monitor and analyze sales performance metrics to identify areas for improvement and adjust strategies accordingly.
- Conduct market research to stay informed about competitors and industry developments.
- Attend industry events, trade shows, and networking functions to promote the hotel and build industry connections.

REQUIREMENTS FOR THE ABOVE:

- Minimum 5 Years of proven experience in a corporate sales role, preferably in the 5-star -city hotel sector of Sri Lanka, including at least 02 years in a managerial role.
- Degree / Diploma in the fields of management, hospitality & tourism, marketing would be an added advantage
- Strong network of corporate contacts with a proved record of sales achievements
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Strong organizational and time-management skills.
- Ability to travel as needed to meet clients and attend events.
- Ability to work around the clock and be present when required during corporate events.

SENIOR EXECUTIVE – CORPORATE SALES

- Execute comprehensive sales strategies to attract and secure corporate clients.
- Identify new business opportunities and market trends within the corporate segment.
- Build and maintain strong relationships with existing and potential corporate clients.
- Work closely with marketing, events, and other departments to develop tailored solutions for corporate clients.
- Attend industry events and networking functions to promote the hotel and expand business connections.
- Conduct market research to stay informed about competitor activities and industry developments.

REQUIREMENTS FOR THE ABOVE:

- 2-3 Years of proven experience in a corporate sales role, preferably in the 4 or 5-star -city hotel sector of Sri Lanka.
- Strong network of corporate contacts with a proved record of sales achievements
- Successful completion of Advance level examinations with an "A" for English
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Strong organizational and time-management skills.
- Ability to travel as needed to meet clients and attend events.
- Ability to work around the clock and be present when required during corporate events

Email your resume to hrm@thebluwatersrilanka.com with the respective post marked as the subject

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