



Director of Sales

Principal Accountabilities

- Prospecting and Soliciting call for new business lead and from the Event Organizer, the Corporate Clients and all Wholesales Agent for Both (Local Chiang Mai and Top Agent in Bangkok).
- Listing the last group definite from the past few year and contact them if they have any plan for Event or Meeting for this year. Identify do they have any plan for yearly Meeting or Incentive for their company.
- Sales visit for Top Ten Account at least 2 time per month and sent out the update promotion and newsletter every month.
- Finding the new account for further business relation.
- Present our resort presentation at least 2 times per quarter for both of Agent and Corporate.
- up more allotment for this year and for the next contract issue.
- Review the potential account from the past sales persons and prospecting call and make the appoint for the resort presentation.
- Bidding group and provide them relate information and try to meet their needs to confirm their group at our hotel.
- Reach the Yearly Budget for the year 2019 (Review on the Room Night and Revenue).
- Lead on the team for in the same direction for good team work and good result.
- Doing the revenue forecast for Opening Hotel and Forecasting on revenue.
- Be able to build up the revenue for each sales persons to hit on budget forecast.

Qualifications

- Bachelor's Degree in Hospitality , Business Administration, Marketing or equivalent.
- A minimum of 10 years sales and operation management experience in Hospitality industry with experience in management level.
- Strong business strategies and business development.
- Strong people and team management and Able to work under pressure.
- Sales driven, results oriented, good presentation and communication style.
- Thai nationality, who speaks fluent English and Thai.