



Our team at IHCP is looking for a great Sales Manager who is excited about working on a great project; the opening of a dual branded property in The Hague! Dual branded?! How that works? Well... Two different types of hotels in one building - all part of the biggest hospitality company in the world; Marriott International!

This exciting new hotel with 311 rooms is currently built in the iconic Muzentoren in the city center of The Hague. The two brands that will be represented in this building are Moxy and Residence INN. We are opening in August of 2022 and are NOW looking for our first team members to come aboard!

Brands

Moxy is all about guests enjoying a free-spirited Instagram worthy place where our guests can have a drink in our bar or play a game in our playful environment. A great way of meeting new people and enjoying life at best! Self-service is the best service but don't worry, bar is always open and 'the crew' is always on duty to serve!

Residence INN by Marriott is an extended stay brand whereby our guests stay for longer periods of time. It is up to us to make them feel at home with our family of associates! Although their room has all the facilities they need for a longer stay, our associates are always there to help and assist guests in our Residence inn Lounge - the public living and working space. This is also where our Residence INN guests can enjoy their breakfast or a cocktail or have a chat with whoever they meet!

The job

As Sales Manager you are part of an energetic and creative team. You proactively develop and maintain the relationship with our key clients to maximize their travel to our hotel. You are responsible for your personal and team related revenue goals and manage the tools to ensure all reservation methods are in place. We would like you to make sure everyone knows there is a new kid in town - and even more; that they will choose us whenever they need to book a hotel in The Hague!

In short your job will mainly be evolved around:

- maintaining and leading key customer relationships and negotiate preferred partnerships
- building and securing a new database across targeted industries and manage these accounts
- creating, managing and executing strategic sales action plan
- making sure that all sales activities are maximized to drive business into our hotel
- using in-depth knowledge of local market trends and analyzing customer information to maximize revenue
- support and cooperate with the Director of Sales to ensure that business targets are achieved
- providing exceptional customer service
- working together with the other operational departments in order to make sure our guest have all they wish for!

What can we expect from each other?

You...

- Are excited about working on a new project in the beautiful city of The Hague
- Can communicate in Dutch and English
- Enjoy working in a pro-active sales environment
- Are a self-starter
- Are a natural networker
- Are result driven and have a strong track record in sales management, preferably in the Hospitality Industry
- Can communicate in Dutch and English and preferably an extra language
- Have 2 years of experience in pro-active sales
- Are able to work independently
- Have a passion for hospitality

We...

- Offer you a great place to work in a completely new and diverse team!
- Offer a second family with a work hard, play hard kind of mentality
- Offer a work environment where learning & development are a priority (On & Off the job trainings will be provided regularly) + the chance of working in a pre-opening project!
- Have a special Associate Discount Rate in all Marriott Hotels worldwide
- Competitive salary according to the Horeca CAO

Sounds interesting? Apply now! Send your resume & motivation letter to sanne.lindeman@ihcp.com !

