**Sales Executive**

We are currently looking for an experienced Sales Executive who has experience working in the hospitality industry. The successful candidate should be passionate about driving sales & increasing revenue. The ideal candidate will have a strong business development background and finding new ways of increasing sales, negotiating deals and maintaining customer satisfaction will play an important part in this role.

**Key Responsibilities:**

* Must have 3+ years experience and experience working in a high paced sales environment (preferably the hospitality industry)
* Passionate about increasing sales & winning new business
* Conduct market research to identify selling possibilities and evaluate customer needs
* Actively seek out new sales opportunities through cold calling, networking and social media
* Help develop and implement the overall sales plan
* Generate sales strategies that grow market share and the brands reputation, improve customer experience and drive growth.
* Identify new business opportunities & manage the sales funnel.
* Monitor market trends, research consumer markets and competitors’ activities to identify opportunities and key issues.
* Planning and execution of in-house sales events.
* Represent the hotel at various shows, trade fairs and events.
* Broaden social networking to benefit the company.
* Ensure branding guidelines are adhered to.
* Report weekly to the marketing director.
* Other duties within this realm as directed and required.
* Gather feedback from customers or prospects and share with internal teams

**Required Competencies:**

* The ability to work under pressure and meet tight deadlines.
* Excellent negotiation and influencing skills
* Well-developed communication, organization, leadership skills and attention to detail.
* Energetic, organized and business driven approach is essential
* Flexible schedule to attend ad hoc sales events
* Enjoys new challenges and thinks outside the box
* Strong communication skills required
* Excellent attention to detail
* 3rd level education preferable
* Knowledge of the various forms of social media and how they can be optimised for events & driving sales
* Strong experience in using MS office
* Must be willing to travel between the midlands the Dublin area
* Flexible and some weekend work may be required

**WHAT WE CAN OFFER YOU:**

* Competitive Salary (DOE)
* Competitive package based on experiecne and qualifications
* Discounted Spa Treatments
* Free Gym Membership (T&C’s apply)
* Discounted Meals when on duty

Please note that it will only be possible to reply to those being called for interview.