

# MIDLANDS PARK

## HOTEL

### **The Midlands Park Hotel is Currently Recruiting for a Sales Manager**

We are looking for a Proactive Sales Manager who recognises potential market opportunities for our exciting brand. The Sales Manager will maintain, develop, and cultivate strong relationships with current and future corporate clients to enable us to deliver our exceptional services.

#### **Our Vision**

By 2024, we will be one of the leading 4-star hotels in Ireland. We will be recognised by our industry for delivering exceptional guest care and experience. Our 100% guest satisfaction and reputation as an incredible place to work means that our guests will want to return time and time again.

#### **Our Mission**

We will relentlessly focus, in equal measures, on creating a caring environment for each other; while we deliver exceptional care and experience for our guests.

#### **Our Purpose**

Creating incredible experiences for our guests

#### **Key Requirements for this role.**

- Have a degree or Masters in a relevant discipline.
- Minimum 2years + proactive Sales experience in the Hospitality Sector.
- Have knowledge of the international and domestic market.
- Completing quality client meetings both virtually and face to face.
- Research and identify new leads through several avenues.
- Weekly reporting.
- Be sales focused and highly motivated.
- Experience of the Irish Corporate and MICE Market.
- Database management.
- Have solid negotiation and presentation skills.
- Have strong networking skills.
- Have strong relationship management and development skills.
- Be customer focused.
- Work on own initiative.
- Have excellent communication skills and fluent in spoken and written English.
- A full clean driving licence with own car.

**To apply for this position please email your CV to Emma McManus  
at [EMcManus@midlandsparkhotel.com](mailto:EMcManus@midlandsparkhotel.com)**