



Amongst the finest Maldives luxury resorts, discover a tropical playground of powdered sugar sand, lush jungle, and crystalline waters at Amilla Maldives Resort and Residences. Timeless style, endless bliss.

The Island of Surprises

SALES MANAGER

Candidates must have an excellent track record in the hospitality industry in luxury hotel/resort properties and in this role. The Candidate will be responsible for implementing and strategizing action plans to maximize revenue for the resort. Collaborate with the Commercial Director with regards to all administrative work and help to contribute to the overall efficiency of the strategic function of the department. Analyze each market trends and competitor activity to propose strategies that preserve the resort's leadership position in the marketplace by growing new, future, and repeat business in accordance with established targets for respective accounts. Responsible for implementing and executing all sales-related activities intended to boost resort occupancy and revenue.

KEY SKILLS

- Successful previous experience as a sales manager, consistently meeting or exceeding targets.
- Proven ability to drive the sales process from plan to close and effective strategic planning abilities.
- Excellent organizational and management skills with attention to detail
- Demonstrated ability to communicate, present and effectively influence all levels of the organization.
- Strong business sense and industry expertise.
- Excellent communication skills in English and Russian.
- Ability to remain calm under pressure.
- Should be a team player with demonstrable leadership skills.
- Excellent mentoring, coaching, and people management skills.
- Ability to analyze sales data and statistics to determine the most effective sales strategies.
- Monitor customer preferences and performance to develop a focused sales plan.
- Coordinate training for the sales team.
- Advise the sales team on ways to improve their sales performance.
- Pro-active with a can-do approach
- Excellent sales and customer service skills with proven negotiation skills.

KEY PERSONALITY TRAITS

- Dynamic and not afraid of change
- Adaptable to island life
- Friendly outgoing personality
- Self-motivated
- Possess strong self-management skills
- Team player
- Understanding differences
- Customer focus
- Results driven

EDUCATION & EXPERIENCE

- Diploma, Bachelor's or Master's degree from an accredited college or university in Sales and Marketing or a relevant field.
- 2-5 years of experience in a similar role in a luxury resort environment.

Interested candidates should send us an updated CV with a photo by
26th April 2022 and shortlisted applicants will be contacted.

Email: jobs@amilla.com