

# THE FULLERTON

HOTELS AND RESORTS

## Director of Sales

The Fullerton Hotel Singapore/The Fullerton Bay Hotel Singapore

### JOB RESPONSIBILITIES

- Meet and exceed the Rooms Revenue goals of the Room Sales Team through effective management of the Corporate Sales function, including corporate and consortia market segmentation, rate positioning and RevPAR (revenue per available room).
- Contribute towards the achievement of the desired positioning of the Hotel in the local hotel industry from an Occupancy and Average Room Rate (ARR) perspective.
- Develop an appropriate Tactical Sales Action Plan to accomplish the abovementioned goals and objectives.
- Propose and implement creative action plans to address shortfalls in the volume of Corporate & Consortia business booked, taking into account seasonality and citywide events.
- Provide regular updates on sales plans in the Corporate & Consortia segment of the market. Develop appropriate strategies to counter competitive activities.
- Provide coaching and on-the-job training to the Senior Sales Managers/ Sales Managers as and when required.

### JOB REQUIREMENTS

- Minimum Diploma in related discipline with 8 years of related experience.
- Excellent interpersonal and communication skills.
- Accountable and resilient.
- Ability to work under pressure.
- Resourceful with strong network of industry supplier contacts.
- High degree of integrity and is meticulous.
- Strong negotiation skills.
- Organised and able to multi-task in a fast-paced environment.

To apply for the above position, please send your full resume to [careers@fullertonhotels.com](mailto:careers@fullertonhotels.com).