



VAN DER VALK HOTEL CHARLEROI AIRPORT

Sales Manager

Van der Valk is an international hotel chain from The Netherlands. We operate over 115 hotels worldwide, and 14 in Belgium.

Van der Valk Hotel Charleroi Airport is located on the crossing of the highways to Luxemburg, Paris, Brussels and Liège, just North of Charleroi.

The 4-star sup property caters 165 guest rooms and suites, a restaurant & brasserie and 14 meeting and event rooms. We host an international mix of guests.

We are looking for a new Sales Manager. A few rapid keywords are: Proven track record in the hospitality industry – Autonomous – Dedicated – Enterprising – Reliable – Motivated – Professional – Opportunist

Position: Sales Manager

Department: Sales

Reports to: Hotel Manager

Job description:

- Solicits hotel room, banquet/event/meeting catering business. Calls on past and prospective customers to solicit bookings
- Contracts high profile repeating guests or businesses
- Manages all corporate sales to maximize revenue
- Attends and represents the hotel at selected trade shows and/or community events
- Collaborates closely with our Revenue Managers in order to achieve results
- Creates clear reporting on objectives and results
- Maintains, as our trainee's supervisor, the hotel's website and social media pages
- Develops brochures, newspaper, radio, web and social advertising copies
- Communicates and coordinates with Front Office, Housekeeping, Events and F&B
- Develops events in cooperation with the other departments
- Flexibility to step into whatever role is needed at the time in order to deliver exceptional customer service

Work environment:

- Hotel property with 165 guest rooms
- Work will primarily take place in a hotel environment, but also on the road
- Team and solo work
- NO nine-to-five mentality
- Ideally, you already have a strong network in place in the Charleroi Regio



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Required knowledge, skills and abilities:

- Demonstrates strong organizational skills
- Exhibits excellent interpersonal and customer service skills
- Is capable of creating and maintaining a large client network
- Communicates clearly and effectively
- Is familiar with the workings of the hotel and hospitality industry (at least 2 years of on-the-job hospitality experience is required, preferably in sales)
- Works well in team and solo
- Fluent in French
- Very good in Dutch and/or English

Technology and Equipment:

- Microsoft Office suite
- Property Management System (Amadeus IDPMS is a plus)
- CMS - website
- Social Media
- Driver's license

What do we have to offer you?

- Fixed salary
- Commission on all your sales
- Company car
- Cell phone & laptop
- The possibility to grow together with our chain (We have opened 5 new properties in Belgium in the last 4 years)

How to apply?

Please send your CV and motivation letter to:

direction@hotelcharleroiairport.be

Please mention Sales Manager in the subject of your email.