



Sales Executive –Conference, Corporate Meeting and Events, Ireland

Dublin based 3 days, Cavan based 2 days

**The Slieve Russell Hotel, Golf & Country Club
Ballyconnell
Co. Cavan**

An excellent opportunity has arisen for an experienced Corporate Sales Executive to join our talented Sales team. Reporting to The Sales & Marketing Manager and used to working in a fast paced environment, this candidate will have a proven track record in Conference, Corporate Meeting & Event sales in the hospitality industry.

The Slieve Russell Hotel has established itself as one of the most popular wedding and conference venues in Ireland with a choice of beautifully appointed banqueting suites catering for parties from 20 to 660 and state of the art Conference suites catering up to 1200 delegates. We are synonymous with the highest quality of excellent cuisine, professional service and attention to detail.

Key responsibilities:

- To research, pursue and secure residential Conferences, Corporate Meetings and events for The Slieve Russell.
- To execute the Conference, Corporate Meeting and Event Sales & Marketing strategy for the hotel and contribute strongly to the achievement of Rooms and F&B budget for these segments.
- To develop a relationship with decision makers across a broad range of appropriate corporate organisations and associations and to secure their future events at The Slieve Russell hotel.
- To engage with and proactively manage the DMC and Event Management market and drive awareness of the hotel and subsequently bookings from these accounts.
- To travel regularly to meet key decision makers in organisations around Ireland and Northern Ireland to present on the destination, hotel and services and to secure future business from these accounts.
- To represent The Slieve Russell within the industry as an ideal Conference, Corporate Meeting and Event location.

To present The Slieve Russell's many ancillary services, such as F&B, Golf and Spa to all clients and to secure additional revenue streams for the hotel

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- To engage with and proactively manage the DMC and Event Management market and drive awareness of the hotel and subsequently bookings from these accounts.
- To plan and host memorable FAM trips with key clients to drive awareness of, increase interest in, secure inquiries for and ultimately secure business for the hotel.
- To travel regularly to meet key decision makers in organisations around Ireland and Northern Ireland and in Europe (on occasion) to present on the destination, hotel and services and to secure future business from these accounts.
- To represent The Slieve Russell within the industry as an ideal Conference, Corporate Meeting and Event location.
- To present The Slieve Russell's many ancillary services, such as F&B, Golf and Spa to all clients and to secure additional revenue streams for the hotel.

The ideal candidate for this position will have:

- A proven sales record with a minimum of 2 years' experience in the Tourism industry in the area of Conference, Corporate Meeting & Events
- Excellent interpersonal, personal presentation, organisational and communication skills with ability to build rapport with customers.
- Highly motivated with the ability to work on your own initiative meeting targets and deadlines.
- Have own car & full clean driving licence.

Competitive remuneration package awaits the successful candidate

For further details, please contact the Human Resources Manager, The Slieve Russell Hotel, Golf and Country Club

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