

Positions Vacant Posting Form

Position Title	Director of Sales - Pre Opening
Location	Singapore
FT/PT/Casual	FT
Summary of Position	We are searching for an innovative, flexible, hard working Director of Sales who has established contacts in the corporate, government and wholesale markets worldwide. We expect the candidate to be results driven, dedicated and a professional sales executive with a proven track record in selling hotel accommodation and services.
Required Starting Date	19 April 2010
Description of Work and Duties	<p>Sell accommodation and services for a 4 star international hotel Establish contacts with corporate clients and government departments Develop strong relationships in the global wholesale market Train, support, mentor and manage a small sales team Cooperate with the Hotel Management Ensure the use of yield management principles</p> <p>We anticipate the property to open in the second half of 2010</p>
Selection Criteria	<p>Essential Minimum 5 years DOS experience selling 4 star international hotels Established contacts with corporate clients and government departments Strong relationships in the global wholesale market Ability to work with a team locally and remotely Aptitude to work independently and self-directed with structured reporting abilities Capacity to train, support, mentor and manage a small sales team Capability to work with an international sales team network Understanding of operational requirements, benchmarks, and yield management</p> <p>Desirable Working experience in Singapore and/or SE Asia</p>
Closing Date	1 March 2010
Notes	1. The selection criteria must be addressed in the letter of application