

About Us

The Fairmont Peace Hotel has been a Shanghai landmark and social hub since its opening in 1929, enjoying a premier location on the Bund with a stunning view of the Huangpu River and Pudong skyline.

传奇、奢华的和平饭店自 1929 年创建以来始终是上海的地标性建筑，她坐拥外滩黄金地段，凭眺黄浦江，浦东陆家嘴林立高楼和外滩万国建筑博览群美景一览无遗，一直是上海滩的社交中心和各界名流的必访之地。

职位：销售副总监/Assistant Director Of Sales

Primary Responsibilities

- Able to demonstrate outstanding performance in both maintaining key corporate accounts and hosting large-scale meetings and events.
- To manage group bookings in relation to room availability, room type and customer spending potential to maximize rooms.
- To ensure a high level of exposure both within the hotel and in local market areas through direct sales solicitation, telephone contacts and written communications.
- To ensure standards of excellence in performance is achieved both within sales related responsibilities and as an ambassador for sales with other team players throughout the hotel.
- To maximize daily sales call into the field where leadership examples drive sales effectiveness with team players.
- To recommend and prepare a master list of yearly sales blitz requirements for the hotel based on Business Travel and Group rate offers within local market and nearby feeder markets.
- To establish programs and direct efforts to achieve room production of goals and to develop and new relationships with customers.
- To achieve daily targeted level of sales call.
- To maximizes up selling opportunities whenever possible.
- 能同时展示在维护大型企业客户（Corp）与承接大型会议活动（MICE）方面的突出业绩。
- 根据客房利用率、客房类型和客房消费潜力管理团体预订，以实现最高客房收入
- 通过直接推销、电话联系和书面通信来确保在酒店内和当地市场区域内的高度曝光率。
- 确保在销售相关责任内和与整个酒店的其他销售团队一起担任销售大使实现卓越绩效标准。
- 最大限度地增加该领域（领导模范与团队共同推动销售效率）内的日常销售拜访。
- 根据当地市场和附近来源市场内的公司及会议客户的需求统筹价格，为酒店建议和编制年度销售要求总清单。
- 建立实现会议与统筹，以及团体用房目标的计划和指导，发展正在进行的和新客户关系。
- 实现每天的销售拜访目标。
- 尽可能最大限度地增加向上销售机会。

Qualifications

- Fluent spoken English and Chinese, with strong written English skills.
- A proven ability to drive sales performance and deliver results.
- Ability to prioritize workload effectively, with strong organizational and time management skills.
- 流利的中英文口语能力，以及具备良好的书面英语能力。
- 具备推动销售绩效和结果的才能。
- 能够优先处理工作量，有良好的组织性和条理性。

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Fairmont PEACE HOTEL 和平饭店

