



DATE	14 Feb 2024		
DEPARTMENT	SALES	POSITION	SALES MANAGER

Job Role

Sales Manager for Al Habtoor Theatre will contribute in developing the Corporate and Government segment(s) and initiate new customer relationship activities with assigned accounts and consistently striving to maximize revenues.

Sales Manager is responsible for effectively soliciting and becoming familiar with all accounts in the market segments. He/ She is also responsible for prospecting and closing on assigned dormant accounts to positively impact theater revenues and increase transient & group bookings.

He / She is also responsible for month-end reporting and tracking of account production.

Maintain a pro-active approach in problem solving and team cohesion to support the business success and company's financial goal.

Reporting to the Director of Sales.

Responsibilities

- Responsible for account management on an assigned account/segment.
- Responsible for generating and converting events and group leads from the Corporate, Government and education segments.
- Conducts daily sales calls and arranges site inspections of the theatre.
- Ensuring revenue maximization, achievement of personal targets and increasing fair market share versus competitor set.
- Responsible for prospecting new accounts from the assigned market/segment, which may include, but not be exclusively limited to UAE Local market.
- Able to provide quick and timely responses, immediate communication to clients and develop professional long-term business relationships.
- Provide the highest quality of service to the customers at all times.
- Detailed knowledge of competitor set.
- Attend government/corporate roadshows, sales blitz, workshops, etc. in the local market
- Responsible for planning and setting offers / promotions quarterly for the full year in advance.
- Developing pricing strategies based on market conditions, customer demographics, competition, event technical and show requirements

Expectations

- Excellent grooming standards at all times.
- Positive attitude and very good communication skills.
- Timely and accurate daily attendance
- Commitment in delivering a high level of customer service.
- Ability to communicate effectively across a multi-national and multi-cultural environment.
- Takes ownership of projects and has the drive for execution
- Team player with excellent analytical and negotiation skills.
- Motivated, dedicated and committed approach towards delivering results