



POSITION VACANT

BUSINESS DEVELOPMENT MANAGER - MICE

PART TIME PARENTAL LEAVE CONTRACT

24 hours per week

Located at the Majestic Roof Garden Hotel

This role is suited to an individual who enjoys seeking out new opportunities.

We are looking for an experienced MICE salesperson that has established relationships with PCO's, meeting planners and conference managers throughout Australia.

You will have a strong eye for detail, are a great communicator, possess a happy and bubbly disposition, bring a positive attitude to work with you every day and thrive working with a small, passionate team.

- Key focus is promoting all six Majestic Hotels and Apartments for the purpose of increasing sales, revenue in the intrastate, interstate, and international for leisure, corporate and group markets.
- Increase Majestic Hotels & Apartments share of the SA MICE accommodation market.
- Develop and implement a sales activity plan for the purpose of sourcing and securing Leisure, Association and Corporate and Government group business.
- Build a solid base of MICE accommodation bookings annually whilst maintaining solid yield and improved financial performance.
- Foster strong working relationships with senior decision makers within corporate and government organisations, PCO's, event planners, conference managers, travel management companies, boutique agents and 3rd party MICE website providers
- Able to participate in entertainment activities for the purpose of promoting Majestic Hotels & Apartments.
- Maintain positive working relationships with major lead sources including: ACB, TICSA, SATC, ATEC, Tourism Australia, National Wine Centre, Adelaide Convention Centre, and Meetings & Events Australia.
- Prepare, present, and negotiate MICE RFP's and tenders on behalf of Majestic Hotels & Apartments.
- Maintain accurate and detailed records of quotes and contracts.
- Attend interstate and intrastate sales trips to procure MICE business.
- Attend tradeshows i.e.: Destination SA and Corporate Travel Show

Applications to: *(must include cover letter and resume)*

Alex Ridgway

Sales and Marketing Manager

Majestic Hotels SOUTH AUSTRALIA

E: employment@majestichotels.com.au

Applications Close: 05 March 2021

Majestic Hotels employees may apply for this position and will be considered in line with other external applicants. Decisions will be made based on relevant experience, skills and merit. Prior to submitting your application we encourage you to advise your manager.