



# POSITION VACANT

## BUSINESS DEVELOPMENT MANAGER

### MICE & GOVERNMENT

Want to work for a South Australian success story?

Experienced in Hotel MICE and Government Sales?

Work best with a window, a desk, a plant, a city location, and a great team?

Connect with us and see if we are a match!

An exciting opportunity in the sales and marketing department has arisen at Majestic Hotels & Apartments.

Responsible for maximising MICE and GOVERNMENT room sales for our portfolio of six properties.

You are a natural hunter who is driven by exceeding sales targets and an excellent communicator who thrives on working with multiple stakeholders in a fast-paced environment.

#### ***The Role***

- Sourcing new business for the MICE and GOVERNMENT market segments.
- Fostering relationships with decision makers in-order to grow revenue and profit.
- Further developing relationships with current accounts and their travel agents and PCOs
- Attend networking events to drive broader and deeper relationships.
- Develop innovative solutions to specific customer requirements.
- Attend MICE and GOVERNMENT trade and consumer events.
- Identifying new opportunities within the MICE space, specifically the corporate and leisure segments.

#### ***About you***

You have 3 years Hotel business development experience and a proven record in converting new business.

You find it easy to develop and build relationships with decision makers from all markets and segments, and you really enjoy building strong internal and external relationships.

You are talented, energetic, passionate, laugh a lot and genuinely enjoy working in the hospitality industry.

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

#### **Alex Ridgway**

Sales and Marketing Manager

Majestic Hotels SOUTH AUSTRALIA

E: [employment@majestichotels.com.au](mailto:employment@majestichotels.com.au)

**Applications Close: 9 May 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.