

Cluster Event Sales Manager - Hyatt Regency Bali

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Company: Hyatt Corporation

Location: Indonesia

Category: other-general

Cluster Event Sales Manager - Hyatt Regency Bali

Hyatt Regency Hyatt Regency Bali ID - BaliSalesEntry Level ManagerFull-timeReq ID:

BAL002567Local

Summary

Hyatt Regency Bali, a delightful beachfront hotel in Sanur built on nine hectares of lush tropical gardens. The beachfront resort is elegantly designed with a modern Balinese touch and overlooks the Indian Ocean.

Andaz Bali, modeled after a modern Balinese village, invites guests to discover the fascinating old and new. The beachfront resort is carefully built around an existing mature landscape, lending it a homey and lush ambiance, much like Sanur itself.

We would like to invite you, to join us as Hyatt Regency Bali and Andaz Bali associates, in our journey to provide our guests with immersive Sanur village experiences. Our values – Empathy, Integrity, Respect, Inclusion, Experimental, and Wellbeing – are our guiding principles and shaped our culture.

As a Cluster Event Sales Manager, you are responsible to ensure all events are executed perfectly, together with the banquet team, keeping the budget, and guest wishes in mind at all times, by detailed planning. To create and communicate and implement the annual Events marketing plan and promotional calendar. At the same time, you are also responsible for sales related matters by assisting the sales team for contracting, familiarization trip arrangement, brochure contribution, organizing sales trips, and supporting the sales team for the admin work.

Qualifications

This position is only for Indonesian.

- Experienced in luxury Event Sales for MICE and/or Wedding for at least 3 years.
- Manage professional relationships with high detail and in ethical manner.
- Experienced with events management information system i.e Envision.
- High interpersonal skill seek to collaborate with all stakeholders.
- Have an understanding of the total revenue impact of the Event and whenever an opportunity presents itself to up-sell the quality services and facilities available.
- Work creatively and in tandem with the Director of Food & Beverage and Executive Chef on engineering menus for high profitability and experiential value.
- Understands the importance of high quality of service, through but not limited to establishing a strong rapport with the Event Organizer and Guests of the Hotel for return business and/or referral of future business.
- Effectively diagnose problems, thorough analyses all information/feedback received and strategize a win-win solution prior to presenting to the Clients.
- Self-motivated, professional with strong leadership skill.

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