

(JUNIOR) SALES MANAGER – CITYDEN GROUP

We are Cityden Group. Every day we help our guests to get the best out of their stay. We do this by creating a practical and pleasant place where work and relaxation are balanced in a smart way. Cityden Group currently consists of a selection of 266 studios & apartments, spread over eleven locations in and around Amsterdam. In a short time this has made us one of the largest and most successful players of apartments and aparthotels in the Netherlands. And we are quite proud of that. Cityden Group is divided into two unique service formulas; our short stay apartments under the name Cityden Residences and our Aparthotels Cityden Up and Cityden The Garden. You can read more about this on our LinkedIn page ([link](#)). We are currently looking for new locations to continue our growth.

Who are we looking for?

With regards to the growth of our organization we are looking for a (Junior) Sales Manager. A spontaneous, independent, energetic colleague who puts Cityden on the map and brings our short stay apartments and aparthotels to the attention of the business community in the Amsterdam region and surroundings. In this position you are responsible for managing a number of existing corporate accounts but also continuously search for new (corporate) accounts. You have no problem to enter an office, pick up the phone or think outside the box to reach your goal.

In this position you are often on the road visiting (new) corporate customers, or at one of our locations. Of course there are also the "in-house" tasks such as processing contracts, RFPs and setting up promotions, which means that you normally work 1 or 2 days a week from the head office. You form a strong team together with our Meeting & Sales Executive and Head of Commerce (you report to Head of Commerce). The first weeks will be filled with a training program to get you up to speed, well prepared and quickly part of the Cityden Fam.

You are an energetic, representative team player, who no longer wants to work for a standard hotel (chain), but for a fast-growing scale-up in the area of aparthotels. Your fresh view of the business helps ensure that plans and budgets are achieved.

For more information about our organization, visit www.cityden.com
Do you recognize yourself in the above? Then read on!

General task and core function

- Responsible for revenue maximization of contracted corporate accounts and the recruitment of new accounts for the Cityden locations

Primary responsibilities

- Contract, activation, account penetration and animation of your portfolio, where you are constantly looking for collaboration opportunities and revenue increases for the Business Transient, Business Groups and Meetings segments.
- Expand your account portfolio through account acquisition, with a focus on large to medium-sized companies
- Proactive involve hotel managers in the animation process of accounts
- Organizing site inspections, fam trips and educationals to increase the product knowledge and interest of your customers in Cityden
- Involve Head of Revenue Management in the contract process and determination of specific rates
- Analysing monthly production figures for your account portfolio, identifying the needs of the accounts and take timely action where necessary
- Contributing to the planning and implementation of the strategies and sales activities in the corporate segment
- Taking care of and maintaining a high quality customer database
- Passing on market knowledge and market trends to the team and your manager

This is you

- You have an MBO/HBO degree; preferably Hotel School, HEAO-CE or NHTV.
- You have at least 1 year of experience in Corporate Sales, Meeting & Events or Account Management in a hotel (chain)
- Representative and generally cheerful and optimistic
- Flexible - no two days are the same, not even at a head office
- Strong, initiative and energetic personality, used to work independently
- With your service-oriented attitude and fast, correct response to questions and requests, you know how to retain or grow (potential) customers
- Minimum 2 languages (NL/EN)
- In possession of driving license B
- Has knowledge of Microsoft Office; Excel, Word and PowerPoint

What do we offer

- A fast-growing, young, dynamic company - not the "standard" hotel - where you get plenty of room to develop yourself and expand your network
- A good salary in accordance with the collective hospitality agreement with appropriate bonus program
- Travel allowance
- 25 vacation days and vacation allowance
- Laptop and business phone
- At Cityden Group we like to party. Various team outings and drinks are planned every year (also abroad)
- Room for personal development and growth opportunities in the organization

Can't wait?

That's what we like to hear! Send your resume with short motivation to Rick Engeringh, (Head of Commerce) via rick@cityden.com and we will contact you as soon as possible

Acquisition in response to this vacancy is not appreciated.