



THE
Fairmont
HAMILTON PRINCESS
BERMUDA

Closing Date: November 18, 2011

Where our colleagues provide WOW experiences that create lasting memories for ALL our guests!

The "Princess" has been the Grande Dame of Bermuda's hotels ever since it opened her doors on January 1, 1885. If you are a career-minded, energetic, team oriented individual, than we want you on our team. We currently have the following position available at the Fairmont Hamilton Princess:

GROUP SALES MANAGER

We are currently looking for a Group Sales Manager to join our Sales & Marketing Department who will report to the Director of Sales & Marketing at The Fairmont Hamilton Princess. This position is responsible for managing the local Corporate, Social and small international Groups. Additionally, aggressively focusing on developing new group accounts both local and international.

OBJECTIVES AND RESPONSIBILITIES:

- Preparing weekly, monthly, quarterly and annual reports as required for the Group Market.
- Handling all Group Market Site Inspections, FAMs and VIP's.
- Conducting special project work.
- Establishing ongoing relationships with key accounts and various other organizations that are key in Bermuda's local market place and international.
- Developing and managing key elements of the Sales & Marketing budget and annual Marketing Plan as it relates to the Group Market.
- Managing and developing specific key and new accounts.
- Weekly and monthly entertainment.
- Independently responsible for personal sales activities including revenue and definite room night production, prospecting calls and referrals.
- Co-ordinating and conducting periodic competitive pricing and product reviews within the competitive set.
- Maintaining a progressive, energetic and stimulating approach to the Market place.
- Actively participate in prescribed sales training.

QUALIFICATION AND EDUCATION:

- Bachelor's degree and or Hotel Management Degree and prior hospitality sales experience is preferred.
- Excellent written and verbal communication skills.
- Self sufficiency in administrative skills; proficiency in Microsoft Office and OPERA.
- Ability to understand and interpret financial data.
- Strong Sales background with proven negotiation and business development skills, combined with an ability to close new business and manage complex relationships are essential.
- Must be creative, effective and flexible, possessing a high degree of professionalism and administrative skills.
- Ability to multi-task and prioritize tasks and manage expectations.
- Ability to proactively and creatively resolve problems.
- Team player with leadership ability and positive attitude.

If you are interested in meeting the exciting challenges described above, please forward your resume to:
The Human Resources Manager, The Fairmont Hamilton Princess Hotel
P.O. Box HM 837, Hamilton HM CX
or email: ham.jobsearch@fairmont.com