

We are looking for bright, engaged individuals to join our dynamic and friendly team.

Supercity Aparthotels are...

... a family-owned brand of boutique aparthotels with properties in London, Manchester and Brighton. We offer all the advantages of an apartment with many of the benefits of a hotel, all with our signature touch of style, charm and sophistication.

Since 2009 we have led the way in superior and stylish serviced apartment hotels; we're all about providing a luxurious, private and relaxed environment with a "professionally informal" service – mainly for business travellers and extended stay guests.

We're a growing business looking for hospitality superstars to join the Supercity family – we're looking for fun, passionate and ambitious people with an interest or previous knowledge of the industry. We love what we do; we're passionate about it, so joining Supercity Aparthotels means becoming part of a collaborative way of working where everyone's thoughts and ideas are encouraged and celebrated.

What's in it for you?

- Be a part of a family-run business with the opportunity to influence how we do things
- Join a growing business with plenty of opportunities to develop yourself (and others)
- Benefits including employee and friends and family rates
- Team building and away days
- A strong team structure; creating a supportive and friendly work environment
- Learn from the best through a structured induction and in-depth training

We're looking for...

... a seasoned and ambitious hospitality star who's looking for their next career step into Sales Manager to complement our team in the Head Office in Farringdon, London. Working across the entire Aparthotel portfolio, we need a Sales Manager who loves building meaningful relationships, can drive a sales culture and has a genuine love for our brand and apartments, making selling them a breeze.

Reporting to the Sales Director, we're looking for a Sales Manager who can assist in implementing, executing and reporting on the overall sales strategy for the group. Working closely with our Account Manager, Reception and Reservations teams, the role oversees all opportunities to sell to existing and potential clients. A proactive approach to evaluating the marketplace and identifying areas for growth within our corporate accounts, and most of all, we need someone who our clients can trust to meet their expectations every time.

Key responsibilities:

- To prepare / assist in preparing the sales plan which supports the wider business plan for Supercity Aparthotels.
- To participate in / host local and national sales appointments / networking events.
- To conduct new business telephone sales calls to qualify potential and set up meetings to establish client needs and present options from the Supercity Aparthotels portfolio.
- To deliver presentations to clients coming up with innovative and effective solutions that work for both Supercity Aparthotels and the customer.
- To attend industry networking, specific events and tradeshow, representing the portfolio and keeping a high profile in the marketplace.
- To implement key account plans and address any underperformance through key client management.
- To work closely with all our site teams promoting our sales culture and sales initiatives.
- To entertain existing and prospective clients where appropriate.
- To support your RFP plan through negotiation and contract for both corporate and consortia programmes for UK based companies.
- To be aware of competitor activity and potential key customer requirements.

- To ensure your internal database is up to date with accurate and relevant information held on record.
- To provide sales leads to the Manchester team for action and to follow up on any sales leads received from the central office / Manchester team.
- To produce relevant management information and weekly sales activity report.
- Increase direct business with agreed targets.
- To carry out show rounds and ensure that our teams are trained in this area including sales lead referrals.

Other Responsibilities

- Undertake other duties and tasks from time to time that are appropriate to the Sales Manager role.
- To comply with all relevant internal rules, policy and procedures, including those relating to Health and Safety, Data Protection etc., and all those contained within the Employee Handbook.
- To be an ambassador, as the Sales Manager for Supercity Aparthotels.

Requirements

- Minimum A Level education or equivalent experience
- Fluent in English
- Senior level sales experience in aparthotel or related industry
- Experience in a group sales function with multiple units
- Experience of performance management
- Knowledge of the UK accommodation market key contacts
- Knowledge of Opera PMS and Salesforce software
- Enjoys working in a fast paced, rapidly changing environment with high levels of autonomy.
- Excels at creating and maintaining positive and productive working relationships across the business.
- Strong organisational skills
- A keen eye for detail and a strong analytical approach

Package

- Salary: Competitive
- 20 days holiday + BH.
- Healthcare
- Pension
- Bonus