



BUSINESS DEVELOPMENT MANAGER - FULL TIME

A fantastic opportunity has become available for an experienced business development professional to join an active and successful team representing Adelaide's leading hotel product, and part of a group with nationwide coverage.

Adelaide's leading five-star property, the Mayfair Hotel, offers luxury accommodation (170 rooms), contemporary bars & dining, events, and premium hotel facilities. The Mayfair Hotel (King William Street), also showcases the very best of South Australia, including innovative food, wine and an unsurpassed guest experience (rated #1 of 59 Adelaide hotels by TripAdvisor, and #1 in Australia by Trivago).

The Adabco Boutique Hotel (Wakefield Street) offers a refreshingly eclectic mix of old-world charm and modern sophistication hidden behind a rare, heritage-listed façade. With 70 rooms and superb common areas, the Adabco's experience ranks very highly (rated #3 of 59 Adelaide hotels by TripAdvisor).

A dual-property career opportunity is open to join the sales & marketing team as a full time Business Development Manager, responsible for sourcing and generation of new business for the Mayfair Hotel and Adabco Boutique Hotel. The role will also focus on developing and maintaining existing relationships.

This position is highly sought after, externally and internally, and will suit an individual seeking to develop a rewarding career in sales and business development.

Both properties are under the management of 1834 Hotels, one of Australia's fastest growing and most prominent hotel management companies. 1834 Hotels now manage 22 hotels across Australia with more properties expected this year.

POSITION OBJECTIVES:

- Proactively source and generate new corporate, leisure and MICE (meetings, incentives, conferences, events) business for the Mayfair Hotel and Adabco Boutique Hotel.
- The Business Development Manager (BDM) will also maintain and develop key client accounts and stakeholder relationships across all applicable markets and segments.
- Corporate activity will focus on primary and emerging corporate accommodation accounts (direct and agent) for the Mayfair Hotel primarily, and then for the Adabco Boutique Hotel as required. These accounts will reflect contracted year-round travel and ad-hoc group accommodation requirements.
- Leisure markets include; Wholesale Travel, Inbound Travel, FIT (Free Independent Traveller), Direct, and Incentive Travel. Leisure business will be primarily secured for the hotels' accommodation product, with associated expenditure across all hotel outlets maximised.
- MICE activity will relate to new business and maximising opportunities from existing corporate and leisure accounts.

- Directly reporting to the Director of Sales (DOS), the BDM will develop and deliver business development plans (clients and markets) and action plans that are in accordance with the wider hotels' business plans.
- The BDM will support the DOS with leadership and development of the sales team as required, including deputising for the DOS as required.
- The role will require; completion of sales calls (in SA and interstate), attending trade shows and events (SA, interstate and international), presentations to key client and stakeholder groups, hosted site inspections, hosted client 'familiarisations', and networking.
- Whilst the Mayfair Hotel and Adabco Boutique Hotel are the primary focus, the BDE will also identify and develop any related opportunities for the 1834 Hotels network as required.

KEY SKILLS, ATTRIBUTES AND EXPERIENCE REQUIRED:

- Have a proven record of direct selling, account/relationship management and market development preferably from hospitality sales related positions.
- Previous experience within a hotel sales and/or retail management environment.
- Formal qualifications in hospitality or events management would be beneficial.
- Experience with sales tracking systems is desirable.
- Experience with conducting presentations and public speaking.
- Sound knowledge of digital and social media and its role in sales and marketing.
- Strong computer skills.
- High-level of communication skills.
- Experience working to and exceeding sales targets.
- Experience in team leadership positions is preferable.
- A highly positive attitude with a passion to succeed.
- Excellent organisational skills.
- Desire and ability to apply an innovative approach to planning and delivery.
- Resourceful and proactive, working independently and as part of a team.
- Effective communicator at every level, verbally and in writing.
- Flexible and robust, with a desire to embrace a dynamic industry and working environment.
- An understanding of hotels and the tourism and hospitality industry.
- Strong computer skills.
- A high level of personal presentation.
- Ability to solve practical problems and devise suitable alternatives and/or solutions.

Please be advised that only short-listed candidates will be contacted. Applicants must have appropriate work visa and must not have any restrictions to their entitlement to work.

Interested candidates, please apply by clicking on the relevant link and include a cover letter and resume.