



SALES & MARKETING MANAGER.

We know, as a Sales & Marketing Manager you always have to defend, that going out for awesome dinners, meeting the nicest people in the best locations and joining the greatest parties in town is really a hard job – but honestly: It could be worse. Especially here with us at our particular BIKINI Island & Mountain Hotel Port de Sóller, Mallorca.

Apart from the above mentioned “responsibilities”,

YOUR MAIN TASKS WITH US WILL BE:

- ◆ Developing a marketing strategy and creating a yearly Sales & Marketing plan in collaboration with the Management and the Head Office
- ◆ Reaching the defined budget goals in terms of revenue, costs and occupancy Acquisition of new target groups and markets
- ◆ Research for the best BIKINI fitting distribution- and cooperation partners, contact and catch them
- ◆ Being always Up-to-Date about the market development on the island
- ◆ Networking on Mallorca and across its borders
- ◆ Increasing brand awareness
- ◆ Taking care, that our profile is always in good shape on all channels
- ◆ Creating and maintaining online content e.g. for our website, social media accounts, rating platforms
- ◆ Good knowledge of common CMS systems
- ◆ Ensuring, that all published contents are according to our CI
- ◆ Cost-benefit analysis of press-, blogger- and other media requests
- ◆ Hosting blogger and press people in house

- ◆ Representing our hotel on national and international fairs, events and other happenings
- ◆ Summarising and reporting the feedbacks on various rating platforms
- ◆ Organising customer events, Fam-Trips and sales trips
- ◆ Site inspections – let them fall in love with BIKINI

WHAT'S IN YOUR LUGGAGE? YOU HAVE/ YOU ARE...

- ◆ ...experience in a leading position in Sales & Marketing
- ◆ ...fluent in English & German, Spanish would be great, the more languages the better
- ◆ ...an inspiring personality
- ◆ ...open minded, thinking out of the box
- ◆ ...a sales talent
- ◆ ...super communicative
- ◆ ...strong negotiation skills
- ◆ ...solution oriented
- ◆ ...a developer
- ◆ ...not afraid of numbers and figures
- ◆ ...good in prioritising and organising yourself
- ◆ ...a team player with hands-on-mentality
- ◆ ...keen, to take over a key position in one of the most beautiful and particular hotels of the island

Do you want to join our great team? Then apply with your CV including salary expectations. Ramona Kötting is looking forward to all applications and is the contact person for all questions that may arise at rkoetting@bikini-hotels.com.