

# THE FARMINGTON HOTEL

## LIBERIA

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### **VACANCY**

The Farmington Hotel is located in Robertsfield, right opposite Roberts International Airport. With 164 rooms, restaurants, bars, leisure facilities and the largest conference facilities in the country it has set new standards in Liberia's hospitality industry and beyond.

#### **We are recruiting: Sales Manager**

##### **Job brief**

We are looking for a high-performing Sales Manager to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those plans to the upper management team

##### **Responsibilities**

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Monitoring Sales Executive Performance, objectives setting, and coaching
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Develop working relationship with hotel department heads and operational areas
- Provide weekly and monthly reports of sales calls and marketing actions as requested by the General Manager

##### **Requirements**

- Bachelor degree in business administration or a related field
- Successful previous experience as a sales manager, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the entity

- Proven ability to drive the sales process from plan to close
- Strong business sense and hospitality industry expertise
- Excellent mentoring, coaching and people management skills
- Represent The Farmington Hotel in a professional manner at all times
- Must have worked as Sales Manager for more than 4 years

**Other requirements**

- Liberian nationals only
- Willing & able to work late and weekends
  
- Excellent English communication skills is a must and other international languages spoken is a plus
- Must be willing to relocate to Harbel area

Send your full application (cover letter, CV & references) to [jobs@thefarmingtonhotel.com](mailto:jobs@thefarmingtonhotel.com) with earliest possible date of resumption.

The deadline to apply for this position is Dec. 15, 2018

**FEMALE CANDIDATES ARE HIGHLY ENCOURAGED TO APPLY**