



EDWARDIAN  
HOTELS  
LONDON

## The Commercial Team are looking for passionate Sales Executives.

### Overview:

- An amazing opportunity has arisen to join Edwardian Hotels London as a Sales Executive. You will have the opportunity to work within a very dynamic team and outstanding product offering, selling all properties within our luxury collection of hotels in London and Manchester.
- As a Sales Executive at Edwardian Hotels, you will be responsible for achieving maximum revenue through the effective selling of hotel meetings and events space, bedrooms and other ancillary revenue to both Corporate and SME clients.
- Be responsible for booking face-to-face meetings, generating your own sales leads and creating new sales opportunities.
- Responsible for utilising customer service and sales skills to: identify guest needs, writing accurate proposals which provide the optimal experience for our clients' events while maximising revenue potential.
- Be the clients' advocate ensuring all our clients' needs from the initial booking to follow-up service requests prior to, during and after their event are delivered and expectations exceeded.

### About You:

- Previous sales, reservations or customer service skills are required.
- Excellent communication skills both verbally and written.
- Natural tele sales ability including closing skills, tone of voice.
- Ability to effectively listen and position Edwardian Hotels London to meet client needs.
- Be able to generate revenue opportunities including upselling and proactive selling.
- Knowledge of hotel booking systems including Sales Force, Opera and Delphi would be an advantage but not essential.

If this role is of interest please email your CV to  
[justine.perry@edwardian.com](mailto:justine.perry@edwardian.com)