

THE ENTOURAGE GROUP

SALES SPECIALIST

THE ENTOURAGE GROUP is an unexampled hospitality imperium, creating and building internationally acclaimed concepts. The brainchild of creative entrepreneur Yossi Eliyahoo 'Hospitality Entrepreneur of 2015', THE ENTOURAGE GROUP's story began in Amsterdam in 2008 with the launch of MOMO, a sophisticated Asian-fusion restaurant, bar and lounge that immediately established itself as the go-to venue for local and international tastemakers. The success story continued with the creation of A-list favorites such as IZAKAYA, THE BUTCHER, THE BUTCHER Social Club, SHIRKHAN, THE DUCHESS, MR PORTER and MAD FOX club. www.the-entouragegroup.com

Job description

As a The Entourage Group "ambassador", you will sell and promote the divers A-list venues The Entourage Group has to offer. In this position, you are responsible for the growth of sales through relationship building and networking with the social and business/industry segments. It is important that you are creative, with the ability to plan, sell and execute strategic sales plans.

As sales specialist, you will analyze local market trends and competitor activity to recommend strategies that keep The Entourage Group a leader in the marketplace through the development of future and repeat business. Specifically, you will be responsible for performing the following tasks to the highest standards:

- Work within current business strategies and recognizing potential opportunities
- Prepare company contracts for the venues in accordance with current business and pricing conditions
- Analysis local market trends and competitor activity to identify business leads
- Negotiate with corporate clients regarding different kind of packages and contracts
- Answer customer queries in a prompt and professional manner
- Cooperate with all of our venues to create an exceptional Guest experience and build strong, comprehensive sales programs
- Attend at Sales events, if required
- Produce accurate and timely reports that meet the needs of the CEO including the reporting of appointments, calls made and business leads

Personal Profile

We are looking for a focused, high energy, networker, who can be a true "ambassador" for The Entourage Group and all of our A-list venues. Someone who has a strong knowledge of the local market, an existing contact list and a proven track record of driving measurable sales growth are essential. There is a lot of autonomy in this role and the ideal candidate is a self-directed, highly motivated professional with a passion for sales and the hospitality industry.

Furthermore, our ideally sales specialist is serving The Entourage Group brands and is always working on behalf of the guests and working with other team members to create an unforgettable experience.

Job requirements

- Ideally you have at least 2+ years of experience in a (relevant) sales position
- Experience in a sales role with a proven track record to close a deal
- Positive attitude and good communication skills
- Excellent verbal and written communication skills both in Dutch and English
- Minimum HBO (Bachelor) working and thinking level
- Ability to work under pressure and take own initiative
- Fulltime available

ARE YOU CURIOUS AND INTERESTED?

Please send us your CV and motivation to careers@the-entouragegroup.com

Or take a look at our website and social media channels for more information!