



Group Manager- Government

This is an exciting opportunity to join a successful and continually growing Accommodation Service group! **Toga Hospitality**, managers of Adina Apartment Hotels, Medina Apartment Hotels, Vibe Hotels & Travelodge Hotels is currently seeking a Group Manager to drive sales with our key government clients.

This Canberra based, full time position, requires a confident, well spoken & well presented person with drive and passion to target new key account business and maintain existing key government accounts for the Toga Hospitality Group. You will work closely with a fabulous Sales team nationally and will also need to be able to work autonomously as a representative of the group in Canberra. This position reports directly to the Director of Sales - Corporate.

As a member of this dedicated team you will be responsible for:

- Driving revenue and meeting set sales targets and outcomes within the Corporate/ Government industry;
- Communicate with Hotel Managers regarding key sales activity and progress with government accounts;
- Maintaining strong relationships with existing corporate clients and expanding on business opportunities with new clients;
- Maintain networks with key partners in the industry;
- Maintaining a high level of customer service throughout the department;
- Participating in trade shows relevant to your market.

Essential Criteria:

- 3-5 years corporate/ government account management experience;
- Hospitality & Travel industry experience;
- Excellent negotiation & communication skills;
- Proven results in account management;
- Time Management and Organisational Skills;
- Technical Skills: Word, Excel & PowerPoint;
- Proven knowledge of sales theories and techniques.

This position calls for a self motivated and customer focused individual with the drive and ability to maintain and develop consistent relationships. You must be an exceptional communicator with the initiative to seek out new business opportunities.

If this sounds like the challenge you have been looking for, apply today!

