



R E C R U I T M E N T

Sales Manager

Location: Bishops Lydeard, Taunton, TA4 3HR
Salary: Competitive Salary with Bonus Scheme and Benefits
Job type: Sales Manager
Date posted: 6th September 2011
Job reference: CH/Caterer/RSM
Contact: Mr Cameron Hodder

Cedar Falls is on the search for a talented and ambitious SALES MANAGER to join our team.

The Property

Cedar Falls is a luxury destination resort set in 44 acres of stunning Somerset countryside. Boasting 32 individually designed bedrooms; an award winning spa; 22 luxury treatment rooms; 4 bed guest house adjacent to the lakes; challenging golf course; indoor and outdoor pools; high spec gym and tennis courts, Cedar Falls sells itself and is an idyllic place to work.

Cedar Falls is considered the perfect choice for a relaxing leisure break, luxurious spa day, round of golf, afternoon tea, lunch or dinner and welcomes clients from all over the UK and internationally.

The Career

We need a strong Resort Sales Manager to ensure that all enquiries are converted and dealt with in an efficient manner. Your primary focus will be to maximise all sales opportunities through a structured and pro-active approach. You will play a key role in our strategy to ensure the resort operates to the highest occupancy levels. An ability to develop business through new and existing revenue streams is essential. You will strategically forecast to deliver planned revenue targets and create a working environment that ensures sales focus and strong competitor awareness.

The Resort Sales Manager is a member of the Senior Management Team and a figure head within the business.

The Applicant

The ideal applicant will have experience within a similar property and a good understanding of revenue management. This position requires a strong candidate who can support the General Manager in driving the business forward. It is important that you have experience of managing and motivating a team in order to deliver results. The Resort Sales Manager is responsible for implementing a monthly / annual sales and marketing plan and setting targets for the team. Knowledge of spa and golf would be a distinct advantage.

The Skills

Entry Requirements and Skills that will need to be demonstrated include:

- Proven Sales experience in a similar resort – 4*stars or above
- 2+ years of Sales Management and leadership experience
- Knowledge of MICE, FIT, Leisure and Wedding markets
- Proven Revenue Management experience in a similar resort
- Excellent attention to detail
- Impeccable customer care skills

The Benefits

- Competitive salary
- Discretionary bonus scheme
- Discounted hotel accommodation
- Discounted spa treatments
- Training opportunities
- Uniform provided
- Meals on duty provided
- 28 days paid annual holiday - inclusive of Bank Holidays
- Incentives
- Employee of the Month and Employee of the Year Awards
- Free Car parking

If you feel that this is the role for you please forward a copy of your current CV along with a covering letter including your salary expectations to:

Mr Cameron Hodder – General Manager
Cedar Falls Health Farm
Bishops Lydeard
Taunton
Somerset
TA4 3HR

*Candidates must be eligible to live and work in the UK