



**GCH** HOTEL GROUP

You want to break new ground, face new challenges and show yourself what unexpected talents are hidden in you? You are open to new situations and even most difficult tasks appear to be feasible? Then let your charm lead you to the suitable job offer!

GCH Hotel Group ranks as one of the leading hotel management companies in Europe. The company has more than 15,500 hotel rooms at its disposal and welcomes more than 3 million guests annually. Most of the hotels within the company marketed under prestigious renowned brands such as Wyndham, TRYP by Wyndham, Days Inn, Radisson Blu, Best Western, Mercure, Ibis, Park Inn, Crowne Plaza and Holiday Inn.

At GCH Hotel Group we know that a company's most important resource is its employees. The team's expertise and personal dedication are pivotal to success. For this reason, the GCH Hotel Group makes a point of investing in the training and further development of its employees.

## GCH Commercial Campus

### **Our educational program: Sales Management Trainee**

Sales Management Department of the GCH Hotel Group, offering a program with a lot of responsibility and at the same time a high degree of professionalism. Our team is full of experienced professionals, with a lot of technical understanding, enthusiasm and great team work environment.

#### **About the program:**

Our 12-month learning program will run within the region, together with 3 weeks cross training in Berlin, and additional 3 months of "Trial & Error". The training will be accompanied by regional leader and training manager, which will allow professional feedback process, and include participating in networking and training events.

The program includes introduction to GCH structure: GCH portfolio including standards and MICE hotels, Sales and different sale method theories, SOP's (Standard Operating Procedure for achieving efficiency, quality and uniformity of performance, while reducing miscommunication and failure to comply with industry regulations), corporate sales terms, contracting tools and investigation tools.

#### **Benefits of the program:**

- 2100 € salary per month
- Company car
- GCH regular benefits
- Professional development:
  - Acquire knowledge in market codes, market mix, working with revenue management and reaching targets, understanding the work with franchisors and tracking competitors
  - Learning to make telephone sales calls, how to drive sales accomplish extensive acquisitions and contracting.
  - Developing ability of negotiation and Road Show (presentation by an issuer of securities, to potential buyers), including FAM trips, fair visits (also as exhibitor) and site inspections.
  - Expanding knowledge on the subject of MICE- meaning, different kind of MICE business and locating technique

#### **Qualifications and Requirements:**

- Completed studies within hospitality or tourism
- Fluent English and German language
- Microsoft Office – professional knowledge of Excel, Power Point and Word
- High motivation
- Abilities of self and time management, as well as multi-tasking, team playing and ability to work unsupervised
- Rhetoric and presentation skills
- Analytical capability
- Business dress code and etiquette

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We make everything possible!