

Head of Commercial & Marketing at The Nines Hotel – Ayia Napa

Are you ready to **take your career “to The Nines”**?

The Nines, a new five-star hotel, will very soon open its doors at the vibrant and cosmopolitan Ayia Napa (Cyprus). With the casual luxury approach, we aim to offer all our guests an exceptional and memorable experience in a relaxed but indulgent atmosphere.

Do you have experience in sales and marketing in the hospitality industry or any other sector? Are you a passionate, visionary, results-driven, and guest-oriented professional? Do you have a dynamic personality with strong leadership skills and willingness to go beyond what is expected to create an outstanding experience for the restaurants and bars' guests? Then perhaps this job opportunity is for you!

We are currently looking to recruit an experienced Head of Commercial & Marketing who will be reporting to the Chief Executive Officer. You can have a look to the **main responsibilities** of this position:

- Develop the commercial and marketing strategies and business plans to increase occupancy and profitability
- Monitor the successful implementation of the strategies and business plans through key performance indicators and take the necessary corrective actions, when needed
- Ensure the development, update and implementation of the departmental policies, procedures and plans
- Ensure the development of the departmental budgets and safeguard that all initiatives are implemented within the approved budgets
- Negotiate sales contracts with tour operators and other stakeholders in the tourism industry
- In collaboration with the Front Office Manager monitor the reservation levels and introduce new initiatives to increase occupancy
- Perform accurate forecast analysis and other reporting to ensure increase in occupancy and profitability
- Ensure the return on investment of all the promotional actions
- Conduct market research to identify the industry trends, target markets, additional business opportunities and customers' requirements
- Lead all the marketing initiatives in order to promote the hotel's brand through various platforms and means including corporate website and social media
- Ensure that the corporate website and social media are operational at all times, having up to date information about the hotel's facilities, services and products
- Organise events at the hotel upon request and oversee their successful implementation
- Write briefs and contents for various communication purposes
- Represent the hotel at exhibitions and other meetings in Cyprus and abroad
- Foster a friendly, growth, inclusive and supportive culture
- Lead, inspire, mentor, and develop the Operations team

- Provide constructive feedback to employees to enable them to achieve their full potential

The ideal professional shall have the following qualifications, experiences, and skills:

- Diploma or University degree in Business Administration, Hospitality Management, Marketing, Communications, Economics, or any other related field
- Minimum 5 years working experience in a similar role (experience in the hotel industry will be an advantage)
- Excellent knowledge of Greek & English languages
- Computer Literate
- Strategic and creative thinking
- Excellent leadership skills with the ability to mentor and coach others
- Ability to create trustworthy relationships
- Analytical thinking
- Strong problem-solving capabilities
- Guest-oriented mindset
- Attention to detail
- Pleasant and integer personality
- Flexibility and adaptability
- Self-motivation

The professional shall be able to travel abroad.

If you are intrigued by the idea of joining the newly established team of The Nines hotel, we will be happy to receive your CV at hr@thenineshotel.eu. The job vacancy will be open until the **6th of November 2023**.

All applications will be treated strictly confidential. Please note that all applicants' personal details will be kept in our database for a period of 1 year for current and future job vacancies.

For further information about the job vacancy, you may contact us at +357 23 725 111.