

HOTEL & SPA SALES MANAGER – Lodore Falls Hotel

A Hotel & Spa Sales Manager is required to join the award-winning Lodore Falls Hotel and brand new Spa in the beautiful Lake District, just outside Keswick.

This unmissable opportunity comes at an exciting time in the hotel's evolution as it undergoes a transformation to be one of the best spa hotels in the country. The hotel is already a renowned wedding destination, hosts many conferences and ultimately offers the perfect holiday destination in the Lake District.

The Role

- This role reports directly to the General Manager and is supported by the in-house group marketing department
- Helping to achieve the hotel's financial targets, whilst meeting and exceeding sales goals
- Drive business in all areas of the hotel – accommodation, food, drink, weddings, conference, spa and much more
- Pro-actively seek out new business opportunities, developing existing conference, group and wedding market and follow up all sales leads
- Develop promotions and marketing activities to push revenue streams
- Plan, cost & sell an annual events calendar
- Build relationships with local companies to strengthen and expand customer base for sales opportunities
- Responsible for all wedding admin
- Brand new spa and 2nd restaurant require sales and marketing plans, establishing core business, hit sales targets for these new areas

The ideal candidate for this position:

- Will become the brand ambassador for the Lodore Falls Hotel and Spa
- Will have several years' experience and a proven track record of success in a similar role
- Will enjoy being proactive and accountable for their work, be able to make important decisions, with a commercial approach to the business and a tenacious sales driven attitude
- Will have experience working in the hotel sector. Experience in a Spa would be advantageous
- Must be outgoing, hardworking, ambitious, organised and enjoy offering exceptional customer care through a charming and charismatic person
- Possess excellent communication skills with a high degree of personal and professional integrity
- Be a self-starter who has the capacity to operate with little supervision and is not afraid to lead from the front and exhibit strong leadership skills in a fast-paced environment
- Be able to maintain a strong profile for networking in the local area
- Have flexible working patterns to fit in with the needs of the business
- IT literate with experience of using Rezlynx PMS

What we offer you:

- Hard work, loyalty and commitment is recognised in our 7 family owned and run hotels and your salary will reflect this, dependant on experience
- Staff discount scheme in all our hotels and restaurants
- Joining one of the most successful hotel groups in the Lake District
- 28 days' holiday entitlement

Who We Are

Lake District Hotels Ltd. is a distinctive collection of seven award winning hotels in the Lake District owned and run by the Graves family and situated in the most beautiful parts of the Lake District. From 4-star luxury Lake District hotels on the shores of Lake Ullswater and Derwentwater Lake, to traditional coaching inns and hotels in Keswick and a hotel in Penrith - our Lake District hotels are recognised for the warmth of our welcome, unrivalled personal attention and excellent service.

The Lodore Falls Hotel boasts 69 bedrooms and a 2AA rosette fine dining Lake View Restaurant; which in-keeping of its four-star status provides the ideal setting for weddings and fine dining. The hotel was graced last year with an extensive ground floor refurbishment, which included the opening of new function room and conservatory. In March we will be opening a second restaurant with a Pan Asian theme and four Suites, shortly followed in June 2018 when we will launch our new Spa and 14 more Suites. This is an exciting time to be joining our team