

Since 1865, illustrious visitors, stars and other historic personalities have crossed paths with each other at Beau-Rivage. They have helped to forge its reputation: souvenirs experienced within its walls have been transmitted in a dynastic manner for five generations and the prestigious location, opposite Mont Blanc and the Geneva water jet, make it unique in Europe.

The decors and atmosphere of the Eleanor Roosevelt and Residence Imperial suites, as well as the duplex and historic suites that complement the other 80 rooms, are an ode to craftsmanship and the art of entertaining guests. The Chat-Botté restaurant is a gourmet must. Chef Dominique Gauthier is awarded 18/20 by Gault&Millau and 1 star in the Michelin Guide. Beau-Rivage combines art of living and human values in the hotel industry.

Hôtel Beau-Rivage in Geneva is looking for a:

Director of Sales & Marketing (M/F)

As the leading head of the sales & marketing team, you will work closely with the General Manager to decide appropriate sales strategies in all market segments towards maximizing the hotel revenues. You are also responsible to develop the production of conferences and banqueting, optimizing all business opportunities.

You take charge to steer decisions and evaluate actions, targets and the productivity of the sales team. You develop a tactical marketing plan that identifies market niche and segments. You consolidate and compile data for business strategy, monthly reports, annual targets, budgets and forecasts.

You lead, manage and motivate an effective team of 7 people to achieve the objectives and budgets.

You manage all marketing and e-marketing, public relations and promotions activities in line with the hotel strategy.

Qualifications :

- Degree in Business or in Hospitality or the equivalent.
- Solid experience of sales & marketing in the luxury hotel industry and a minimum of 5 years as a DOSM in the luxury hospitality industry.
- Excellent communication in English and French, both written and verbal. An additional language is an asset.
- Strong media, presentation and computer skills.
- Knowledge of Yield Management.
- Innovative, very organized, entrepreneurial spirit, goal-oriented, excellent negotiator.

You reflect the values of the house through your communication strategy: the excellence of a luxury service, the reference in terms of well-being and health, the innovation and the respect for the environment.

Kindly send us your cover letter and your resume with photo to the attention of Mrs. Géraldine Lagueux, Director of Human Resources: geraldine.lagueux@beau-rivage.ch

Date of entry: to be agreed.