



Join Our Team and Become a Part of The OUTRIGGER Way

A unique Island Experience in the Indian Ocean gem offering small island charm with contemporary architecture and bespoke finishing touches. In the pristine South Ari Atoll, OUTRIGGER Maldives Maafushivaru Resort is just a 25-minute seaplane journey from Male' and offers guests the idyllic island experience epitomizing all that one dreams of when thinking of the Maldives. An island over 350 metres in length, OUTRIGGER Maldives Maafushivaru Resort is partially shaded by its lush vegetation encircled by white beaches adjacent to a spectacular house reef where myriad of fish call home.

We are looking for:

Director of Sales & Marketing

Location

OUTRIGGER Maldives Maafushivaru Resort. Extensive travel to key source markets is required.

Essential Functions:

- ❖ Develop, monitor and implement comprehensive internal and external sales & marketing strategy and related plans to maximize overall hotel revenue market share and optimization of profit returns for all markets.
- ❖ Establish and develop and maintain strong business relationships with all business partners, DMCs, Tour Operators and Travel Agents.
- ❖ Collaborative planning with source market channel segments to gain market optimization, target geographic emphasis that may include visits to source markets assuring reached revenue goals.
- ❖ Leading a small Resort based sales team, and leverage Corporate Brand, Marketing Departments and the Global Sales and Marketing Representative (GSMR) Network to ensure rate & occupancy goals are met and that competitive performance (MPI, ARI, RGI) of the Resort is enhanced.

- ❖ Develops, implements and evaluates short-term tactics and long-term sales plans and programs focused on customer needs and expectations.
- ❖ Collaborate with regional and global PR offices / networks.
- ❖ Overseeing sales efforts and overall positioning of the resort and brand communications.

Work Experience:

- ❖ Experienced Director of Sales & Marketing in Luxury hotels, working with worldwide markets, with existing experience in the European and the UK markets, strong commercial and strategic leadership background.
- ❖ Experience leading a small internal team and external contractors to deliver exceptional outcomes. Working with a diverse multicultural team is essential.
- ❖ Bachelor degree in a related field is preferred.
- ❖ Multilingual skill is preferred.

Interested candidates please send your CV to: careers.maafushivaru@outrigger.com

Thank you for your interest in OUTRIGGER Maldives Maafushivaru Resort

Shortlisted candidates will be contacted.