



Join Our Team

Luxury City Hotel in Capital City of Maldives -Male, is seeking to recruit highly energetic, skill members for the following department.

Successful applicants must have:

Job Title: Assistant Director of Sales and Marketing

Description:

The Assistant Director of Sales & Marketing supports the development and execution of the hotel's commercial strategy to maximize revenue, market share, and brand awareness. The role assists in leading the Sales & Marketing team, driving business development across all market segments, strengthening client relationships, and overseeing marketing initiatives that position the hotel as a preferred choice for business and leisure travelers. Working closely with different department heads, Assistant DOSM ensures the achievement of revenue goals through strategic sales activities, innovative marketing campaigns, and exceptional customer relationship management.

Job Responsibilities:

- Assist in developing and implementing annual sales and marketing plans aligned with the hotel's revenue objectives.
- Identify and pursue new business opportunities across corporate, government, airline, travel trade, MICE, leisure, and long-stay segments.
- Maintain and expand relationships with key corporate accounts, travel agencies, tour operators, and strategic partners.
- Conduct regular sales calls, client meetings, presentations, and site inspections.
- Negotiate contracts, corporate rates, and partnership agreements while ensuring profitability.
- Support the preparation and achievement of monthly, quarterly, and annual sales targets.
- Represent the hotel at networking events, trade exhibitions, roadshows, and industry functions.
- Oversee the hotel's digital presence, including website content, email marketing, social media, and online travel agency content.
- Develop and manage influencer and content creator partnerships that align with the hotel's brand image.
- Work closely with Revenue Management and Reservations to optimize occupancy, ADR, and RevPAR.
- Monitor sales production and market performance through regular reporting and analysis.

Qualifications:

- Minimum of 5 years' experience in hotel sales and marketing, with at least 2 years in a similar role.
- Strong knowledge of corporate sales, digital marketing, and revenue management principles.
- Proven experience in upscale or luxury hotels, with a strong understanding of city hotel operations and commercial strategies.
- Excellent command of written and spoken English. Additional languages are an advantage.

Kindly submit your resume before 15th September 2026

by email to info@maagirihotel.com

Only shortlisted candidates will be contacted.