

We are
making travel more human

Join Our Team and Create Memories

Director of Sales – Russia & CIS Market

We are seeking an accomplished and highly connected Director of Sales - Russia & CIS Markets to join our commercial team and drive strategic business growth across Russia and CIS. This is an exciting opportunity for a passionate luxury hospitality professional to represent one of the Maldives' most distinguished resorts while building influential partnerships and maximizing revenue from a key source market.

The Director of Sales - Russia & CIS Markets will be responsible for further developing and executing the sales strategy and achieving target. Based in Moscow, the role will focus on driving luxury FIT leisure and wholesale, segments while strengthening Alila Kothaifaru Maldives, A Hyatt Resort positioning within the market. The successful candidate will directly report to the Director of Sales & Marketing and work closely with the appointed PR partner company.

Responsibilities :

- Develop and execute strategic sales plans to maximize revenue from Russia and CIS markets.
- Identify, solicit, and maintain relationships with key travel partners, luxury tour operators, and wholesalers.
- Cultivate strong partnerships with Destination Management Companies (DMCs) specializing in the Maldives market.
- Conduct regular on site sales calls, presentations, roadshows, networking events, and client entertainment activities.
- Represent Alila Kothaifaru Maldives at trade fairs, industry exhibitions, and market-specific promotional events.
- Monitor market trends, competitive activities, and customer needs to identify growth opportunities.
- Collaborate with Hyatt regional sales teams and resort departments to optimize business performance.

Responsibilities :

- Negotiate contracts and commercial agreements with key partners.
- Generate qualified leads and convert business opportunities across luxury leisure market
- Provide and calculate accurate offers to close deals.
- Create meaningful forecasting, and market intelligence reports.
- Maintain consistent brand positioning aligned with Hyatt and Alila standards.
- Coordinate closely activities with our PR company in line with the strategy.

Qualifications :

- Minimum 5-7 years of progressive sales experience within luxury hospitality, luxury travel, tourism, or destination management sectors.
- Previous experience representing a luxury resort, luxury hotel brand, or destination is highly preferred.
- Strong understanding of the Maldives tourism and luxury travel landscape.
- Extensive knowledge of the Russian and CIS outbound travel markets.
- Established network with leading tour operators, luxury travel agencies, wholesalers, and travel consortia.
- Strong relationships with Maldives-focused DMCs and tourism partners.
- Understanding of luxury traveler preferences and emerging market trends.
- Excellent relationship-building and negotiation skills.
- Strong commercial acumen with a results-oriented mindset.
- Outstanding communication and presentation abilities.
- Ability to work independently while closely collaborating effectively with international teams.
- Excellent organizational and analytical skills.
- Strong proficiency in CRM systems, Microsoft Office, and sales reporting tools.
- Bachelor's Degree in Hospitality Management, Business Administration, Marketing, or related field preferred.
- Native or fluent Russian language skills are essential, proficiency in English, both written and spoken.



Care connects us.

Interested and qualified candidates are invited to submit their applications to careers.mldal@alilahotels.com

For more information, visit careers.hyatt.com
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