



## **Choice Hotels Europe is looking for a Business Development Manager, France.**

### **An outstanding opportunity for an outstanding individual!**

Choice Hotels Europe is searching for an energetic and experienced Business Development Manager, France to join our European sales team. Our commitment to being the best franchise hotel system, while delivering outstanding value to our guests, means we look to recruit people with the right combination of skills and experience. But more importantly, we're on the hunt for people who are passionate about what they do.

If you excel at tackling challenges, get excited about supporting the growth of domestic revenues through developing, servicing and supporting French corporate customer portfolios, proudly have proven experience making magic happen in the corporate & MICE segments and delivering new business, then you might be just the person we are looking for. We believe exceptional employees are the key to delivering exceptional value to our guests, franchisees and shareholders. If you think you have what it takes to really stand out and are interested in joining a dynamic company offering competitive compensation and benefits, we'd be interested in meeting with you.

### **JOB SUMMARY**

The role will utilize a variety of sales and marketing tools and methods to sell the services of the French hotel portfolio, primarily to the corporate & MICE segments

The role will consist of seeking out new business as well as developing and nurturing existing customers to increase sales transactions across the region

The role will represent the hotels to new and existing clients, through external appointments, telephone and other methods; the post also entails a product training and educational function as well as relationship management one, so comfort in these areas will be an advantage

The role will liaise with hotel owners, management companies, as well as Choice Hotels Europe Franchise Services and Revenue teams to influence the successful RFP outcomes and a positive CRS and off-line business delivery growth

**Does this sound like a role you could see yourself in?** Take a quick read below and see if your experience fits. If yes, we'd love to hear from you.

### **Let us know if you can...**

- Acquire clients through new business development
- Build relationships and deliver measurable growth from a portfolio of accounts in the assigned region

- Work with hotel owners, management companies to understand the hotels' pricing and segmentation strategies
- Handle the RFP process with clients
- Deliver product training to accounts, clients and agents
- Attend national and international events and trade shows
- Implement corporate sales & marketing plan
- Maintain monthly statistics and activities log
- Deliver reporting as requested

**And, if you possess these skills and knowledge...**

- Professional experience in sales or business travel required, preferably in the hotel industry
- Experience with the MICE segment would be beneficial
- Excellent negotiation and influencing skills.
- Excellent communication, presentation and interpersonal skills
- Professional demeanor
- Strong analytical skills
- Proficient in the use of MS Office applications such as Outlook, Word, PowerPoint and Excel. Prior experience using CRM applications is highly desirable, particularly Salesforce
- Ability to travel up to 40% of the time

**Plus, you have the following experience and education...**

- Bachelor's degree or equivalent professional education in related discipline preferred
- Ideal candidate should speak English and French to a fluent/native level
- Additional languages would be beneficial

The position will be based in our Massy office or remotely within France

**Interested?**

**Contact:**

Andrius Remeikis  
Director European Corporate Sales

[Andrius.remeikis@choicehotels.com](mailto:Andrius.remeikis@choicehotels.com)

We thank all applicants for their interest, but only those selected for an interview will be contacted.