



<b>Organization:</b>	<b>Hotel Sonar Bangla</b>
<b>Job Title:</b>	<b>Management Trainee, Marketing/Sales</b>
<b>CTC:</b>	<b>2.50 LPA</b>
<b>Location:</b>	<b>Kolkata</b>
<b>Departments Eligibility:</b>	<b>Management</b>
<b>Course Eligibility</b>	<b>BBA/MBA (salary negotiable with experienced candidates)</b>
<b>Student Gender Preference:</b>	<b>Male/Female</b>

### General Job Description

- **Market Research and Analysis:** Conduct market research to identify potential business opportunities, market trends, and competitor activities in the hospitality industry.
- **Sales and Revenue Generation:** Assist in developing and executing sales strategies to attract new business, increase occupancy rates, and maximize revenue from corporate clients, group bookings, and events.
- **Client Relationship Management:** Build and maintain relationships with corporate clients, event planners, and key stakeholders to promote the hotel's services and secure repeat business.
- **Proposal and Contract Management:** Prepare proposals, negotiate contracts, and finalize agreements with clients, ensuring terms and conditions are met to enhance profitability and guest satisfaction.
- **Collaboration with Cross-functional Teams:** Coordinate with departments such as marketing, operations, and finance to support business development initiatives, ensure seamless guest experiences, and achieve overall business objectives of the hotel.

### Eligibility

Student of Marketing

Male/Female

Fresher

The candidate must have good communication skills

Students from passing out year 2024 can only apply

**Job Reviewed by: Director, Training & Placement**

**Job Approved by: Director, Training & Placement**

**Job provided through: Campus Placement**

**Date: 06/05/2024**