

Renaissance Amsterdam Hotel – Sales Manager - MICE

Sales Manager - MICE

DISCOVER THIS WAY

Exploring the world does not have to stop when the working day starts.

At Renaissance Hotels we know your passion for discovery is more than a hobby, it is a career.

The soon fully refurbished Renaissance Amsterdam Hotel has the position of Sales Manager - MICE available, in one of Europe's most dynamic cities.

What are my responsibilities?

At Renaissance Amsterdam Hotel, we believe that every event is an opportunity to discover new possibilities and create lasting memories. As our Sales Manager - MICE, you'll navigate the vibrant world of Meetings, Incentives, Conferences and Events, building meaningful relationships and crafting tailored solutions that exceed our clients' expectations. You'll explore the art of hospitality by turning visionary concepts into exceptional experiences.

- Build and nurture strong connections with MICE clients, understanding their unique needs and preferences to deliver personalized solutions.
- Explore new opportunities in the MICE market by identifying and securing new accounts while maintaining and growing relationships with existing clients.
- Craft detailed, tailored proposals and contracts that accommodate the client's vision and align with the hotel's capabilities.
- Collaborate with internal teams to ensure flawless execution of events, acting as the key liaison between the client and hotel operations.
- Stay informed about market trends and competitor activities, exploring innovative ways to position Renaissance Amsterdam as a top MICE destination.
- Achieve and exceed MICE sales targets by developing creative strategies that maximize revenue and profitability.
- Represent Renaissance Amsterdam Hotel at trade shows, networking events, and sales missions, navigating opportunities to expand the hotel's presence in the MICE industry.

What makes you the perfect fit?

- A natural relationship builder with a passion for exploring client needs and crafting tailored solutions.
- Proactive and results-driven, with a proven track record in MICE sales or a similar role.
- A strategic thinker who thrives on navigating challenges and seizing opportunities.
- Detail-oriented with excellent organizational and time management skills.
- A collaborative team player who understands the importance of cross-departmental coordination in delivering exceptional events.

To be eligible for this position you...

- Bachelor's degree in Hospitality, Business, or a related field.
- Can communicate fluently in Dutch and English, a third language is a plus.
- 2-5 years of proven experience in MICE sales, event planning, or hospitality sales.
- Exceptional communication and negotiation skills.
- Strong local market knowledge and the wider MICE landscape.
- Proficiency in hotel sales systems (e.g., Opera) is a plus.

What do you get in return?

Located just moments from Amsterdam Central Station, the Renaissance Amsterdam Hotel invites you to be part of our story.

- Comprehensive company & personal KPI bonus scheme.
- An inspiring and professional environment that nurtures creativity and personal development.
- Travel allowance up to € 180 to make your daily commute easier.
- Bonus for employee referral, more friends = more bonuses!
- Career possibilities within Marriott International.
- Personal coaching to support you in your day-to-day job and development and training opportunities.
- Special Associate Rate discount available for Marriott and Archer products worldwide.
- 50% discount for F&B in the hotel's outlets.
- A TakeCare program: a comprehensive Marriott wellness initiative designed to support the physical, mental and emotional well-being of our ambassadors.

Curious to join a team where sustainability and hospitality go hand-in-hand? Apply now and be part of something special. We are proud to be recognised as Europe's Leading Sustainable City Hotel 2025, and we are committed to continuous improvement: environmentally, socially and culturally.

The Renaissance Amsterdam Hotel is an equal opportunity employer, and we welcome all applicants who want to grow with us.

<https://www.marriott.com/en-us/hotels/amsrd-renaissance-amsterdam-hotel/overview/>