

Campus Placement -2011

Name of the organization with contact details	Flamingo Hospitality Services (Me'lange) Flamingo flagship owns few restaurant properties in India and is looking for the position of sales manager for the Goa destination – Mélange , as an entity was started in November 2010 and it has a stand- alone waterpark , restaurant and club and is also best suited for corporate night out as well , serving multi cuisine food and located at central point of North Goa
JOB Title & No. of Vacancies	Sales Manager (2)
Brief job profile	<ol style="list-style-type: none">1. Systematically target companies, hotels ,resorts, tour operators and online /off line affiliates to generate leads for group sales and able to mange client contact2. Follow-up with active leads and prepare quotes for the leads to close the sale. Negotiate deals for group movements of large corporate houses including multi-national organizations for their team outing.3. Tie up with tour operators, travel agent taxi drivers etc to generate business for Flemingo outlets and device an incentive and retention plan for these direct sales agents who can get business for Melange outlet.4. Work collaboratively with the marketing team to devise sales & marketing plan and assist in creating marketing promotions.
JOB Locations	North Goa , Baga
Compensation Details	3-3.5 Lac CTC.
Selection process	GD and PI