

# BILINGUAL SALES MARKETING MANAGER

## ABOUT THE COMPANY

Hotel Gifts Selection is specialized in “made in Portugal” bespoke hospitality gifts for luxury hotels, from hotel guest supplies to promotional gifts.

Our concept focuses on handmade products, using Portuguese know-how in textile, embroidery, leather, cork, porcelain... to offer quality products at a fair price.

From the early beginning of our story, Social and Environmental Responsibility is the core value of our business.

Our customers are 5-star hotels and luxury hotels in Europe: France, Saint-Barth, Switzerland, UK...

<https://www.hotelgiftselection.com/en/home/>

<https://www.hotelgiftselection.com/hotelgifts-en.pdf>

## ABOUT THE JOB

As a Sales Marketing Manager, you will be pitching relevant products to the customers and ensuring they have a positive experience from start to finish. You will work closely with our Sales Representative, our Production and Communication Manager. This person will report directly to the company founder.

- Define product pricing and negotiate prices with manufacturers
- Draw up sales proposals
- Meet customers by telephone or in person
- Prepare quotations and artworks to launch the production process
- Maintain and expand customer database
- Develop and maintain strong relationships with key customers and partners
- Help develop new products by sourcing new manufacturers
- Report on sales and ensure sales targets are reached

## REQUIREMENTS

- Bachelor's degree in marketing
- 3 years' proven experience as a sales and marketing manager
- Languages: bilingual in French/Portuguese, good level in English
- Passion for luxury craftsmanship
- Excellent communication and sales skills
- Highly effective project management, prioritisation and multi-tasking skills
- Strong data and analytics skills
- Excellent problem solving abilities
- Teamwork skills



Position based in Principe Real, Lisbon, Portugal

Send CV - [ambonnamy@hotelgiftselection.com](mailto:ambonnamy@hotelgiftselection.com)

6-month fixed-term contract, renewable from April 2025

Attractive salary, bi-annual bonus, carta de refeição, health insurance

25 days holiday