

JOB DESCRIPTION
HEAD OF COMMERCIAL
AL AHSA, KINGDOM OF SAUDI ARABIA

THE LODGE

Slated to open its doors in Q4 2024, ENVI Al Nakheel consists of twenty-five pods nestled among date palm trees, with each featuring its own private pool.

Located in Al Ahsa, a region renowned for being one of the largest date producers worldwide, the lodge offers guests the opportunity to immerse themselves into the world of dates. From culinary delights to spa treatments, agricultural activities, wellness programs, and creative workshops, guests have the chance to embrace the multifaceted nature of this special fruit during their stay.

THE ROLE

ENVI Al Nakheel is looking to hire an experienced Head of Commercial.

The Hotel Head of Commercial will focus on maximizing hotel revenue and profitability. The role is responsible for Revenue Management, Daily Sales Activities, Client Relationships and overlooking Digital Marketing Efforts.

The role reports to the hotel General Manager and ENVI Commercial Director

RESPONSIBILITIES

PRE-OPENING & DAILY
RESPONSABILITIES

1. Revenue Management:

- Oversee the pricing strategy and management of rooms inventory. Use data analytics to forecast demand and adjust prices across all distribution channels accordingly to maximize occupancy and revenue.

2. Marketing:

- Build and maintain relationship with external partners, such as travel agencies, corporate clients, tourism board, business groups to drive business opportunities.
- Prepare monthly activity report.

3. Sales:

- Ensure the implementation of marketing strategies to attract new guests and retain existing ones. This includes developing promotions to boost sales and market share.

JOB DESCRIPTION
FINANCIAL CONTROLLER
AL AHSA, KINGDOM OF SAUDI ARABIA

1. Education and Experience:

- Degree in Business Administration or a related field is required.
- +5 years experience in hotel industry sales / revenue department.
- Experience in Saudi Arabia is a must.
- Prior experience in a generating sales from Riyadh, Jeddah market and experience in managing sales via digital distribution platforms , is highly desirable.

2. Leadership and Communication Skills:

- Excellent communication and interpersonal skills to effectively collaborate with teams, senior management, and external stakeholders.
 - Natural in fostering relationships and strong commercial mindset.
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REQUIREMENTS

