

Job description**Sales Manager
of Residences at the Hard Rock Hotel Davos****Project description:**

Residences at the Hard Rock Hotel Davos complex includes 15 stylish one, two and three-bedroom apartments. All apartments feature spacious balconies, one apartment have roof top terrace of 80 m² with amazing views to the mountains and city. Apartments on the top floor offer superlative views of the surrounding city and mountain scenery. Located in different buildings gives the opportunity to choose the right one - closer to the restaurant and bar or to the spa. Everyone will benefit from close proximity of hotel services. Because the hotel and the residences are located in a separate wings owners can be assured of enjoying their privacy and comfort.

Residences at the Hard Rock Hotel Davos have been granted an exemption from the terms of the Lex Koller Act by the Swiss Federal Council. Currently, international and Swiss buyers have identical, unrestricted rights and obligations to acquire apartments at the Hard Rock Residences apartment complex.

Hard Rock Hotel Davos comprises 79 hotel rooms and suites, 15 serviced apartments, extensive indoor and outdoor Food & Beverage facilities, a modern state-of-the-art 800-sq.m spa and wellness facility and a functional 600-sqm conference and event center. Wellness facility accommodates variety of steam experiences, swimming pool, Jacuzzi, experience shower and extensive training equipment in the gym and yoga room. 6 treatment rooms including Rhythm & Motion® room will guide you through the relaxation experience through the music vibes.

Hotel operates the apartments when the owner is away. As an international chain of four- to five-star hotel, with around 30 hotels in America, Asia and Europe, Hard Rock boasts a great reputation in the hotel business bringing new vibe to the guests and bringing new music concept to the wellbeing.



Objectives of the position:

Employer expects Sales Manager to exemplify the highest standards of honesty, integrity and discretion, be a detail-oriented person who can tackle complex assignments, comfortable working under stress requiring use of personal judgement to ensure timely and robust decision making, to be self-reliant results producer with excellent interpersonal and communication skills. This includes but are not limited to:

Duties and responsibilities:

- Increase of network of the hotel with regard to sales of the apartments;
- On site sales responsible with regard to sales of apartments;
- Review and upgrade sale's strategy of the apartments (in-house sale) in cooperation with the project team;
- Develop and foster strategical partnerships and memberships in clubs and associations where necessary and required;
- Participation in and contribution to sales and marketing events;
- Support and assist the Company, its board members and project managers, the Hotel, its GM and staff including but not limited to Sales & Marketing team in all aspects related to potential buyers;
- Guide any potential buyer through the entire purchase process, including but not limited to on site visit, sale's documentation, financing if required, sale's and registration process;
- Assist all buyers in any apartment and hotel related matters;
- Prepare and present marketing materials and sale strategy in front of the Advisory Board;
- Prepare regular reports about the leads, events, current status of sales;

Contact Details:

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