



THRACIAN CLIFFS - OPEN POSITIONS SEASON 2024/5

KEY ACCOUNT MANAGER

Thracian Cliffs Golf and Spa Resort is a Michelin Guide Hotel Selection 5* Resort located near the town of Balchik. Gary Player's project encompasses a **fantastic golf course, luxurious accommodation, two beaches - Argata and Bendida, six à-la-carte restaurants, a spa center, swimming pools, and various attractions.** With its impressive size and unique coastal scenery, the Resort is a preferred destination for guests from all over the world. Thracian Cliffs has received numerous international awards, including Best Golf Resort – Europe, Best Golf Hotel, Luxury Golf Resort of the Year, and Golf Experience of the Year, Bulgaria.

MAIN RESPONSIBILITIES:

- Communicates effectively with clients and represents the company;
- Builds and maintains relationships with key clients and international tour operators;
- Actively sells accommodation and golf packages;
- Negotiates terms, discounts, and prepares contracts;
- Creates and processes group and individual reservations in **CRM systems**;
- Prepares offers, pro-forma invoices, and monitors payments from tour operators;
- Assigns reservation-related tasks to department staff;
- Coordinates activities with the **F&B** and **Golf** department management;
- Represents the company during business trips, meetings, and events across Europe.

REQUIREMENTS:

- Relevant education and/or work experience;
- Proficiency in written and spoken English or German;
- Competence working with reservation systems;
- Talent for communicating at a corporate **5* level**;
- Strong organizational, coordinating, and activities management skills;
- Presentable and diplomatic demeanour.

OUR OFFER:

- Permanent employment contract;
- Provided transport/accommodation and meals;
- Excellent remuneration and bonus;
- Work in an international environment;
- Training and professional development;
- Travel opportunities across Europe.

To apply for the position of “**KEY ACCOUNT MANAGER**” please email us your resume in English and/or Bulgarian with a current photo to gergana.dimitrova@thraciancliffs.com

We will contact only shortlisted candidates. All applications will be treated with strict confidentiality.