



# Conservatorium hotel - Director of Groups and Events

## Director of Groups & Events

The Conservatorium hotel in Amsterdam is looking for a new Director of Groups & Events to lead both our commercial and operational Groups & Events team. Join us in this exciting role where every event is an opportunity to excel, and every partnership strengthens our position in the market! Should you solely excel in leading the Groups & Events commercial team and not the operational division, then you are still welcome to apply. We prefer a candidate that oversees both divisions, however are open to both profile of candidates.

## What will be your role?

As Director of Groups & Events, you are at the helm of both the commercial and operational teams in our Groups & Events department. Your role involves juggling the financial priorities of our budget with ensuring smooth operations and high-quality service.

You assume responsibility over the general strategy of the department. You manage relationships with our key accounts; identify and prospect new business opportunities, clients and markets. As part of this role, you setup the hotel's business strategies, pricing and rate structures for the department.

Within this diverse role you are pivotal in building relationships with our clients and partners. Thereby further increasing the brand awareness for both the Conservatorium hotel and The Set Collection. Close collaboration with the other teams of the commercial department (Reservations, Revenue, Sales and Marketing) is key to ensure the overall commercial targets of the hotel are achieved.

### Who are we looking for?

Our new colleague brings a wealth of experience in Groups & Events, blending commercial acumen with operational expertise tailored for the luxury hotel industry. With strong leadership, time management, sales, negotiation, and communication skills, they are well-equipped to excel in this role.

They have a proven track record of meeting departmental targets by combining strategic thinking with supportive team management. Their ability to lead and motivate others drives revenue growth, making them a valuable asset to our team. Furthermore, he or she has:

- Minimum of 3 years' experience in a leadership role within a commercial Groups & Events departmental;
- Minimum of 1-year operational experience in Groups & Events is preferred;
- Studied Hotel- or Event Management;
- Excellent knowledge of English language (Dutch language is preferred);

- Knowledge of Microsoft Office, Delphi and Opera.

## What do we offer you?

- A competitive salary and bonus scheme;
- Multiple additional benefits, such as laundry service and a 50% contribution to your pension fund;
- Travel allowance of €0,21 per kilometre for distances of 5 kilometres or more;
- Complimentary stays and discounts at hotels of The Set Collection;
- F&B Discount Card – discounts at restaurants at high-end hotels in Amsterdam;
- Discounted collective health insurance and weekly yoga sessions with our personal trainers;
- An inspiring work environment where we focus on your work-life balance and continuous development through coaching and training. During your time with us we will support you in every new step of your career!

### What will your 5 star luxury working environment look like?

The Conservatorium hotel is a 5-star luxury hotel in Amsterdam and has been selected as one of the best 25 luxury hotels of Europe over the past five years. We are one of the four founding members of The Set Collection, a carefully curated luxury hotel collection, comprising of some of the world's most exceptional, likeminded, independent hotels and resorts worldwide. Our teams consist of a diverse group of talented people with a wide range of backgrounds and specialties. This committed team is united by an open work culture that celebrates individuality, emphasises performance and encourages everyone to achieve their full potential. In addition to our commitment to the highest level of service we take pride in a longstanding track record of sustainable practices woven into every layer of our company.

### Are we your next destination?

Apply through this website and let us know why you are interested! We look forward to seeing your application. For any questions, reach out to us via +31 (0)20 570 0042 or [recruitment@conservatoriumhotel.com](mailto:recruitment@conservatoriumhotel.com).

Please ensure eligibility to work in the Netherlands and secure housing in Amsterdam prior to applying. Due to high application volume, we will respond only to candidates meeting these criteria. By applying for this vacancy, you consent to the collection, processing, and storage of your personal data for the purpose of recruitment and selection. Your information will be used solely for assessing your suitability for the position and will be kept confidential. If you wish to withdraw your consent or request the deletion of your data at any time, please contact [recruitment@conservatoriumhotel.com](mailto:recruitment@conservatoriumhotel.com).

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