

Conservatorium Hotel Amsterdam – Manager Groups & Events

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The Conservatorium hotel in Amsterdam is looking for a new manager to head up the Groups & Events sales team. Join us in this exciting role where every event is an opportunity to excel, and every partnership strengthens our position in the market!

Interviews for this position will take place as of the 5th of May.

What will be your role?

As Manager Groups & Events, you have the responsibility over the general strategy of the department and directing a team of 3FTE and a trainee. You manage relationships with our key accounts; proposing, following up, contracting and carrying out site inspections to achieve high levels of conversion. In this role you are accountable for achieving the budgeted revenues in Groups and Events and keeping the annual budget and marketing plan. Thereby you are contributing in increasing the brand awareness for the Conservatorium hotel which is currently managed by Mandarin Oriental and in the transition of becoming Mandarin Oriental by early 2026. 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, you are well-equipped to excel in this role.

You have a proven track record of meeting departmental targets by combining strategic thinking with supportive team management. Your ability to lead and motivate a team drives revenue growth, making them a valuable asset to our company. Furthermore, you have:

- Minimum of 3 years' experience in Groups & Events Sales + minimum of 1 year experience as a (assistant) manager
- Studied Hotel- or Event Management;
- Excellent knowledge of English language (Dutch is a plus);
- Knowledge of Microsoft Office, Salesforce and Delphi

What do we offer you?

- A salary in scale X of the [Horeca CAO](#)

- Multiple additional benefits, such as supplemented staff meals, uniform/laundry service, ticket giveaways 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 diverse hotels;
- 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. 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 0043.

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 hr@conservatoriumhotel.com.

<https://www.conservatoriumhotel.com/>