



Sales Manager

We are looking for a seasoned Sales Manager for our award winning 112 all Suite property featuring 1,400 sq. feet of indoor Meeting and Event space. You would be responsible for representing the company to customers, the public, government, and other external sources. This role holds the responsibility of developing and implementing the entire sales effort of the hotel which includes room, event, and meeting space sales. Responsibilities for the sales department including securing new accounts, maintaining existing accounts, and executing sales and marketing strategies to maximize the profitability of the hotel while maintaining guest satisfaction. This candidate will also have Social Media responsibilities for the hotel.

Primary focus is to book, solicit and prospect for new corporate and social business while maintaining current relationships with local venues to meet/exceed activity and revenue expectations through telephone solicitation, outside calls and prospecting through lead generation tools and resources for group, Banquets, and tour markets.

- Targets accounts, markets, or segments with heavy emphasis on proactive solicitation and account saturation.
- Responds to and manages all incoming corporate leads, including group and/or meeting space inquiries, as well as managing the large extended stay base within the hotel.
- Identifies, qualifies and solicits new business to achieve personal and property revenue goals.
- Focuses efforts on accounts with significant potential sales revenue.
- Works with partners to develop creative ideas and proposals for events.
- Understands the overall market - competitors' strengths and weaknesses, economic trends, supply and demand etc. and knows how to sell against them.
- Closes the best opportunities based on market conditions and individual property needs.

- Uses negotiating skills and creative selling abilities to close on business and negotiate contracts.
- Builds and strengthens relationships with existing and new customers to enable future bookings. Activities include sales calls, entertainment, FAM trips, trade shows, etc.
- Develops relationships within community to strengthen and expand customer base for sales opportunities.
- Provides excellent customer sales service to grow share of the account.
- Participates in site visits
- Develops and facilitates execution of contracts as required.
- Executes and supports the operational aspects of business booked (e.g., generating proposal, writing contract, customer correspondence).
- Flexible work schedule with some evenings and weekends based on business demand
- A seasoned hospitality professional with knowledge of Hilton PEP and Delphi is preferred.

Requirements:

The ideal candidate will be experienced in all areas of sales, including but not limited to, outside/direct sales calls, tele-prospecting, cold calls, tours, sales blitz, direct mail campaigns, competitive analysis, trade shows, and sales presentations. Interaction with guests and associates is expected in our efforts to promote exceptional satisfaction with their hotel experience. A proactive attitude with a desire to be hands-on is an important part of this position.

Pay: \$70,000.00 per year plus bonus & incentives

Education:

High school or equivalent