

Sales Manager

Job Title: Sales Manager

Department: Sales

Reports To: General Manager

Purpose:

To achieve hotel revenue, profit, and customer satisfaction goals by soliciting, negotiating, and booking group business within specific markets and coordinating the execution of business with other departments.

Requirements:

- Minimum Five to Ten years hotel sales experience
- Local market knowledge preferred
- High school diploma required, bachelor's degree preferred
- Experience managing to brand standards
- Able to collaborate effectively with other hotel employees and managers to ensure teamwork
- General knowledge of contract laws
- Proficient computer skills including Microsoft Office
- Strong verbal and written communication skills
- Strong negotiation skills
- Ability to travel

Expected CTC: 90K Gross per month