

SALES MANAGER

ORLANDO, FL

SUMMARY:

Crowne Plaza Orlando Downtown is seeking an aggressive, innovative and experienced professional Sales Manager with knowledge and relationships to handle the corporate, government and association markets for group sales. This team player will help the Sales team increase revenues and profits by selling group rooms for all 3 markets at the hotel. If you are looking for an exciting career, we are seeking an energetic, qualified individual to join our dynamic sales team. This management position reports to the Director of Sales and is primarily responsible for soliciting and booking group rooms for these 3 very busy, high volume markets.

PRINCIPLE DUTIES/RESPONSIBILITIES:

- The ideal candidate must be a self-motivator, have strong organizational skills.
- Must have the ability to prioritize and manage multiple projects at once.
- Clear understanding of the hotels business strategies then set goals and determine action plans to meet those goals. Update action plans and financial objectives quarterly.
- Develop new business through obtaining accounts from competition, lateral development of existing accounts and contacting new customers in the market.
- Possess at least 5 years of experience in group sales, with an emphasis on the corporate and government/association markets.
- Knowledge of the Downtown Orlando market is a plus!
- This position requires knowledge of a hotel structure and how departments interact daily.
- Travel throughout the year to both corporate and government tradeshow and appointments. Basic math and calculator skills needs.
- Computer literate in Word and Excel software applications required.
- Ability to effectively communicate with customers in a friendly and positive manner, in order to deal with clients on a daily basis, meet client needs and resolve complaints.
- Ability to listen, speak and write to ascertain and respond to clients needs very essential.

QUALIFICATIONS STANDARDS

Education:

Bachelor's Degree preferred; however, any combination of education and training within hotel sales may also be considered.

Experience:

Past hotel sales experience preferred.

