

Task Force Director of Sales

More information about this job:

Overview:

General Summary:

Expand your career by joining the team at MCR Development LLC properties. MCR Development LLC is the 7th largest hotel owner-operator in the United States with a \$2.0 billion portfolio of 82-premium branded hotels with over 9,800 rooms across 21 states and 56 cities. Our properties include select-service hotels, extended-stay hotels, and boutique hotels.

We currently have an exciting opportunity for a Task Force Director of Sales, and are actively looking to meet the best and brightest talent that the hospitality industry has to offer. We would welcome the opportunity to speak to you regarding this position as well as to answer any questions you might have regarding the company.

The Task Force Director of Sales is responsible for traveling to MCR Development hotels and filling in for open Director of Sales and Sales Manager positions. The Task Force Director of Sales is responsible for the Sales and Marketing functions of the assigned hotel including soliciting of accounts, nurturing and growing client relationships/business, consistently up-selling the hotel's rooms to meet or exceed set sales goals, budgeting, forecasting, advertising, and the creation of the marketing/business plan. Individual will adhere to all established booking reports and file maintenance procedures. The Task Force Director of Sales will strive to exceed all guest/client expectations.

Job Requirements

- This position will **require** the individual to live at the hotel that he/she has been assigned to until the next assignment and must have the ability to **travel 100% of the time**. Must live within reasonable distance to a major airport.
- Must utilize a “hands-on” approach to be actively involved in maintaining current accounts; as well as securing, qualifying, and following up on leads to book new clients.
- Candidate must have good computer skills, communication skills, and excellent hospitality/customer service experience.
- This position demands a flexible schedule; this individual must be available days/nights/holidays/weekends based on the needs of the client and the Hotel
- Solicit new business to ensure all revenue goals are achieved or exceeded within all market segments. Identify business opportunities, and proactively research, analyze, and tele-market prospective clients
- Develop/maintain knowledge of market trends, competition and customers
- Strong background in selling Rooms, Catering, Meeting Rooms, Food & Beverage, and Audiovisual
- Assist hotel management with developing and implementing hotel specific selling strategies.
- Responsible for internet prospecting. Dedicates time each day to researching the internet for meetings, conferences, events and sports groups coming to area, uses this information to solicit possible future business.
- Assist sales department with solicitation of new and existing business to meet/exceed revenue goals. This involves making cold calls, direct sales calls, sales blitzes, and hotel tours. In addition, maintaining good working relationships with existing clients while exploring ways to increase revenue.

- Assists Revenue Manager and General Managers with weekly calls to review and update 30/60/90 day forecasting in order to meet and/or exceed our budgeted goals.
- Displays leadership in guest hospitality, exemplifies customer service and creates a positive example for guest relations; Interacts with guests to obtain feedback on product quality and service levels. Reviews sales and catering guest satisfaction results to identify areas of improvement and ensure that a customer recognition program is in effect throughout Sales.
- Hands-on professional with a passion to motivate others and a willingness to personally demonstrate a successful method of selling beyond goals and expectations. Mentor and develop Sales Team Members, while effectively implementing and monitoring sales action plans and accountability to perform to goals in a positive work environment
- Train existing or newly recruited Director of Sales on all processes to ensure overall success

Additional Requirements

- Minimum of 2 years in Hotel Sales Management Role
- This position will **require** the individual to live at the hotel that he/she has been assigned to until the next assignment.
- Ability to travel 100% of the time including weekends for extended periods of time
- Experience with Marriott and/or Hilton computer systems
- Experience with extended stay hotel sales preferred
- Experience with Hotel Sales & Catering Pro and Delphi preferred
- Excellent time management skills
- Strong organizational skills
- Strong customer service orientation and skills
- Must be self-motivated, results oriented, and exhibit a “can do” attitude.
- Creative problem solving skills

Position Offers:

- Competitive Salary
- Bonus Plan
- Growth Potential
- Health and Dental Insurance
- Paid Vacation

This is a fantastic opportunity for an individual who enjoys traveling and experiencing different challenges & environments. Additionally, all rooming and most essential living expenses will be covered.