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Regional Director of Sales – Eternal Hotels

Description

Eternal Hotels is seeking a highly motivated and experienced Regional Director of Sales to join our team. As the Regional Director of Sales, you will be responsible for leading and managing our sales team, driving revenue growth, and developing strategic sales plans. The ideal candidate has a strong background in technical sales, excellent leadership skills, and a proven track record of exceeding sales targets.

If you are a results-oriented leader with a passion for driving sales growth, we would love to hear from you. Please submit your resume detailing your relevant experience.

Responsibilities

RESPONSIBILITIES

- Develop and implement strategic sales plans to achieve company goals and objectives.
- Lead and manage the sales team, providing guidance, coaching, and support.
- Drive the revenue of the hotel through negotiated contracts with vendors and customers.
- Set monthly, quarterly and annual sales goals to grow market share.
- Build and maintain relationships with key clients and accounts.
- Analyze market trends and competitor activities to identify new business opportunities.
- Collaborate with cross-functional teams to ensure effective product positioning and messaging.
- Oversee the distribution channels for the hotel bookings, including online travel agencies (OTAs), direct bookings and other distribution partners.
- Utilize Salesforce or other CRM tools to track sales activities, pipeline, and performance metrics.
- Negotiate contracts and pricing agreements with customers.
- Monitor sales performance against targets and provide regular reports to senior management.
- Stay updated on industry trends, technologies, and best practices in order to drive innovation within the sales team.
- Provide Employee growth opportunities and foster a high-performance culture

Hiring organization

Eternal Hotels

Employment Type

Full-time

Duration of employment

Year Round

Industry

Hospitality

Job Location

2525 N 20th Ave, 99301, Pasco, WA, USA

Base Salary

\$ 90000 - \$ 100000

Working Hours

Open availability

Date posted

February 21, 2025

Valid through

14.03.2025

within team.

- Perform other reasonable duties and responsibilities as assigned.

Qualifications

REQUIRED QUALIFICATIONS

- Minimum ten (10) years of experience in revenue management and/or hotel operations.
- Minimum three (3) years of progressive leadership experience.
- Strong organizational skills, solution-driven, and analytical thinker.
- Excellent written and oral communication skills.
- Strong interpersonal and leadership skills.
- Strong computer proficiency; ability to use Microsoft Office Suite and applicable operational software.
- Bachelors Degree (required).

PREFERRED QUALIFICATIONS

- Masters degree hospitality management.
- Proficient in using Opera, and other PMS programs.
- Five (5) years experience of leading large teams.
- Experience working in a similar resort setting.

Job Benefits

We offer competitive compensation packages including base salary plus a bonus plan, along with comprehensive benefits including health insurance, paid time off, and relocation assistance. This is a full-time position based at our company headquarters.

Contacts

Additional Information

All your information will be kept confidential according to EEO guidelines.

An Equal Opportunity Employer

Equal access to programs, services and employment is available to all persons. Those applicants requiring reasonable accommodations to the application and/or interview process should notify a representative of the Human Resources Department.