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Regional Sales Manager – Eternal Hotels, LLC

Eternal Hotels, LLC
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Employment Type
Full-time

Beginning of employment
Open until filled

Duration of employment
Year Round

Industry
Hospitality

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

Working Hours
Monday – Friday 8:30am – 5pm

Date posted
March 22, 2023

Valid through
07.04.2023

Description

Eternal Hotels is a national hospitality company primarily engaged in the management and ownership of upscale, midscale and economy hotels & restaurants.

Our brands include the Red Lion Hotel Pasco WA, Best Western Pendleton OR, Holiday Inn Express Pendleton OR, Best Western Plus Dayton WA, Comfort Inn & Suites Walla Walla WA, Sleep Inn Pasco WA, Rodeway Inn Boardman OR, and Vintners Lodge Prosser WA. Eternal Hotels operates a group of RV Parks & Resorts including the RV Park at Vintners Lodge in Prosser, WA and the Driftwood RV Resort in Boardman, OR. The company also owns and operates gas stations, entertainment, and restaurant venues throughout Washington and Oregon. For more information, please visit the company's website at https://eternalhotelsllc.com.

Summary/Objective

The Regional Sales Manager will oversee sales activities within the all the companies and manage sales representatives and distributors.

Responsibilities

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Sells the company's services/products for each of the business locations.
- Monitors existing accounts and regularly communicates with primary contacts for the account.
- Works to establish new accounts for all the company's businesses.
- Works toward increasing sales growth for each business within all the locations at an established rate determined by Sales Manager.
- Assists with the coordination of sales efforts for other business and sales representatives.
- Performs other related duties as assigned.

Competencies

- Leadership and Navigation.
- Customer Service.
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- Relationship Management.
- Communication Proficiency.
- Time Management
- Problem Solving/Analysis.
- Project Management
- Attention to Detail.
- Technical Capacity.

Supervisory Responsibilities

- Hires and trains regional and local sales managers and staff.
- Organizes and oversees the schedules, territories, and performance of regional and local sales managers.
- Conducts performance evaluations that are timely and constructive.
- Handles discipline and termination of employees in accordance with company policy.

Work Environment
This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines. Ability to travel daily is required as needed.

Physical Demands
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to talk or hear. The employee is frequently required to sit at a desk and working on a computer for prolonged periods, travel in a vehicle, stand; walk; use hands to finger, handle or feel; and reach with hands and arms.

Qualifications
Required Education and Experience

- Bachelor degree in related field or equivilant combination of education and experience preferred.
- Prior hotel sales experience required.

Job Benefits

- 401K
- Health Insurance
- Dental Insurance
- Vision Insurance
- Paid Time Off (Vacation & Sick)

Base Salary
$ 45000 - $ 60000

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.