



<https://eternalhotelsllc.com/careers/regional-sales-manager-eternal-hotels-wash/>

Regional Hotel Sales Manager – Remote/Hybrid

Description

Summary/Objective

The Regional Hotel Sales Manager will manage all sales activities within the portfolio of hotels, including branded hotels from IHG, Best Western, Choice Hotels, Sonesta, and Hilton. This position can be remote or hybrid.

Responsibilities

As a Regional Hotel Sales Manager for Eternal Hotels you would be responsible for representing the hotel's services and facilities to prospective clients and customers in the companies hotel portfolio continuing effort to deliver outstanding guest service and financial profitability and working with prospective clients and customers who need to rent rooms, meeting space, food and beverage service, etc.

What will I be doing?

- Respond to sales inquiries from potential clients and customers seeking sleeping rooms, meeting space, food and beverage services, etc.
- Initiate new sales, prospects and qualifies leads and solicits potential clients
- Host and entertain clients and maintain client accounts
- Conduct property site visits and answer questions
- Determine rates, prepare proposals, negotiate contracts, service accounts and analyze lost business for the hotel(s)
- Develop sales plans and strategies to meet or exceed established revenue and room night goals
- Partner with operations departments to ensure full participation in servicing accounts

Qualifications

Required Education and Experience

- Position requires at least 5 years of hotel sales management experience plus a Bachelors degree in related field or equivalent work experience.

Job Benefits

Here are some perks you can enjoy when joining our team

- Career growth & development
- An employee discount & travel discount program
- Recognition and rewards programs
- Medical, Dental, Vision insurance
- Paid Time Off
- Quarterly bonus incentives
- And so much more

Base Salary

\$ 50,000 - \$ 60,000

Contacts

Eternal Hotels, LLC

Eternal Hotels LLC

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

Remote work from: USA

Working Hours

Monday – Friday 8:30am – 5pm (PST)

Date posted

November 22, 2024

Valid through

13.12.2024

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.