



<https://eternalhotelsllc.com/careers/senior-sales-manager-eternal-hotelsllc-pscwash-june-2/>

Senior Hotel Sales Manager

Description

Summary/Objective

The Sales Manager will oversee sales activities within the portfolio of hotels.

Responsibilities

As a Senior 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.

The annual pay range for this role is \$50,000 – \$65,000 base plus a commission bonus plan.

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

Here are some perks you can enjoy when joining our team

- Career growth & development
- An employee discount & travel discount program
- Recognition and rewards programs
- Health Benefits
- Paid Time Off
- Opportunity quarterly bonus incentives
- And so much more

Qualifications

Required Education and Experience

- We are looking to recruit quality candidates to continue the leadership of the company, and support Team Member culture of staying true to our Vision, Mission, and Values.
- Position requires at least 5 years of hotel sales management experience plus a Bachelors degree in related field or equivalent work experience.

Job Benefits

Eternal Hotels, LLC

Red Lion Hotel and Conference Center Pasco by Sonesta

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, US

Working Hours

Monday – Friday 8:30am – 5pm

Date posted

January 13, 2026

Valid through

13.02.2026

- Dental insurance
- Employee discount
- Health insurance
- Paid time off
- Vision insurance

Base Salary

\$ 50,000 - \$ 65,000

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.