



Emerald Hospitality Associates, Inc. is currently seeking a self motivated Director of Sales for the brand new Hilton Garden Inn located in Auburn, New York!

The Director of Sales is responsible for the sales and marketing strategies that will maximize the profitability of the hotel while maintaining guest satisfaction.

Some of the responsibilities and duties will be:

- To develop and maintain positive relationships with clients in order to grow all aspects of our business.
- To monitor and analyze local competition and market trends with a focus on share shifting business.
- To achieve goals regarding cold calls, site tours, sales presentations, trade shows, and sales blitzes.
- To assist in the development of annual sales goals and projections for all revenue sources.
- To accurately complete monthly sales reports.

The ideal candidate must possess the following:

- Minimum two years hotel management experience
- Hotel sales experience
- Strong selling and negotiation skills
- Enjoy working as a part of a team
- Detail oriented
- Strong computer skills
- Ability to work a flexible schedule
- Great communication skills

Position offers:

- Competitive Salary
- Health Insurance
- Dental and Vision Insurance
- Life Insurance
- Long Term Disability, Short Term Disability, and Accidental Death and Dismemberment Insurance.
- Paid Time Off

Emerald Hospitality Associates is an Equal Opportunity Employer.