



Emerald Hospitality Associates, Inc. is seeking an experienced and motivated individual to serve as the Sales Manager for the Hilton Garden Inn Hotel located in Wallingford, CT.

**What will your job responsibilities and duties be?**

- Responsible for local outside sales in addition to any global sales initiatives that may be required.
- Assists the DOS and GM in the development of annual sales goals and projections for all revenue sources, as well as e-commerce strategies; implements plans for successful execution.
- Responsible for assisting in all functions of the sales effort including actively prospecting potential clients and coordination of all market segments.
- Direct involvement with the community, Chamber of Commerce, local CVB and all other segments of potential business by being a respected representative of the hotel through ongoing networking, trade shows and involvement in various associations.
- Identifies new business to achieve personal and hotel revenue goals. Records all sales activities in sales database/tracking forms.
- Builds and strengthens relationships with existing and new clients to enable future bookings. Activities include personal sales calls, entertainment, FAM trips, trade shows, etc. Some overnight travel may be required.
- Uses negotiating skills and creative selling abilities to close on business and negotiate contracts.

**What does our ideal candidate look like?**

- Minimum of 2 years' experience in hotels or related field
- Sales experience working with corporate clients, tour groups, and extended stay business
- Ability to display a high degree of professionalism and integrity
- Excellent communication skills

**What does our preferred candidate look like?**

- Additional college course work with emphasis on sales

**What perks will you receive?**

- Competitive salary
- Health, Dental, and Vision Insurance
- Life insurance and Accidental Death and Dismemberment Insurance
- Critical Illness and Accident Insurance
- Paid Time Off
- Retirement Planning
- Bonus Opportunities

Emerald Hospitality Associates is an Equal Opportunity Employer.