



The Director of Sales should be professional and energetic, with a demonstrated hotel sales background and leadership experience. This position is responsible for driving revenue and executing strategic sales efforts for the Holiday Inn Express & Suites Columbus/Worthington. The DOS will exercise proactive business development tactics and plan to maximize overall growth for the hotel. Your positive vibe and energy for sales will be a key factor in getting all staff on an “everyone sells” mindset, which will be shown by your enthusiasm and passion.

What will your job responsibilities and duties be?

- Revenue management, eCommerce, advertising, brand marketing and all general sales responsibilities.
- Responsible for local outside sales calls in addition to any global sales initiatives that may be required.
- 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 member organizations.
- 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
- To accurately complete monthly sales reports

What does our ideal candidate look like?

- Minimum 2 years' in hotel sales leadership experience
- Strong selling and negotiation skills
- Ability to build/foster relationships
- Competitive nature
- Ability to work a flexible schedule
- Excellent communication skills
- Enjoy working as part of a team

What perks will you receive?

- Competitive Salary with Bonus Potential
- PTO, Pay for Holidays, Birthday, and Bereavement
- Discount travel on hotel rooms and other corporate discounts

What perks will you be offered?

- Health, Dental, and Vision Insurance
- Life Insurance, Short Term Disability, and Long Term Disability
- Critical Illness and Accident Insurance
- Retirement Plan with Annual Employer Contribution

Emerald Hospitality Associates is an Equal Opportunity Employer