



Emerald Hospitality Associates, Inc. is currently seeking an experienced and motivated hotel Director of Sales at the Hampton Inn located in Westborough, MA. 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:

- Revenue management, ecommerce, advertising, brand marketing and all general sales responsibilities.
- Responsible for local outside sales 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 associations.
- 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 3 years' in hotel sales
- Strong selling and negotiation skills
- Ability to work a flexible schedule
- Excellent communication skills
- Enjoy working as part of a team

Position offers:

- Highly Competitive Salary
- Health, Dental, and Vision Insurance
- Life Insurance, AD&D Insurance, Long Term Disability, Short Term Disability, Critical Illness, and Accident Insurance
- Paid Time Off

Emerald Hospitality Associates is an Equal Opportunity Employer.

Job Type: Full-time