

Job Details

Job Description: The Cooper Hotels division of Cooper Companies operates resort hotels, airport hotels, downtown hotels and suburban hotels. There are a variety of hotel types, but there is consistent customer-oriented service in all. The common denominator is a balanced dedication to the customer and to profit production. We are seeking an energetic, results driven individual to successfully lead the sales and marketing departments of our eighteen hotels. In addition this position is a key member of the Corporate Revenue management team working closely to align maximization of group, LNR and transient segment strategies.

This position requires an experienced person with a proven background in increasing hotel sales with heavy emphasis on coaching property-level sales and General Manager's in direct sell and sales management skills.

OTHER RESPONSIBILITIES WILL INCLUDE

Monitoring the effective usage of our sales automation software program.

Recruiting and developing Directors of Sales, Sales Managers, Sales Coordinators, and Catering Directors.

Creation and promotion of corporate marketing programs.

Lead Generation

Assist DOS' and cluster revenue managers with rate strategies, proper mix of accounts, and analysis of business opportunities.

Preference will be given to candidates who have Regional Director of Sales experience, but this is not a requirement. This position will oversee our franchise properties; Hilton Hotels, Hilton Garden Inn, Homewood Suites, Hampton Inn & Suites, Doubletree by Hilton Hotels and Crowne Plaza. Extended stay, full service and focus service experience a plus.

Our company is committed to providing its hotel guests with an experience that will exceed their expectations, while delivering financial results for our owners and job satisfaction for our associates.

Job Responsibilities Include: Travel to 15 hotels being supervised and attendance at trade and brand conferences

Multi-property supervisory experience is strongly preferred.

Proven history of effective leadership and sales driven accomplishments.

This position will be based in Memphis, Tennessee.



Salary is negotiable, and is based on candidate's background and experience.

For consideration, please include your cover letter, resume and salary requirements

Salary or Hourly Position? Salary Position with Bonus

Work Permit Needed? Applicants who do not already have legal permission to work in the United States will not be considered.

Job Available: Immediately

Compensation

Salary Range: Based on Experience

Bonus: Yes

Other: Low Medical Insurance Costs, Mileage Reimbursement, 401k w/ match, Dental Insurance Options, Vacation, Travel Discounts

Contact

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