

Job Details

Job Description: Cooper Companies is looking for an aggressive Corporate Sales Manager Holiday Inn Select in Norcross, Georgia. We are seeking an individual who would like to join a dynamic hotel management team. This property is a 246 room hotel along with meeting rooms for conferences and social events. A variety of flexible, up to date meeting rooms can accommodate up to 360 persons. This person will be responsible for representing and selling the entire hotel in support of guestrooms and catering/banquet efforts for meetings and special events. It requires strong involvement and focus on the priorities of our market. As Corporate Sales Manager, the organization and direct involvement of our guests is required. This position is under the guidance and supervision of the Director of Sales.

Cooper Companies are owners / operators of Holiday Inns, Crown Plazas, Hilton and Hilton Garden Inns, Hilton Suites, Doubletrees, Homewood Suites, and Hampton Inn & Suites with more than 4,600 hotel rooms in 7 states. We offer outstanding opportunities for growth and advancement.

We at Cooper Hotels believe in continuous improvement and will not rest on past accomplishments, but continue to strive for innovation and improvement in products and services, and increased profitability. We are committed to high standards of fairness and integrity. We will never compromise our code of conduct.

We offer an excellent benefits program which includes Health Insurance, 401K, credit union, vacation and more.

Job Responsibilities

- Include:**
1. Generate maximum revenue in guestrooms and/or catering departments by achieving established goals.
 2. Provide superior guest service and timely follow-up that exceeds company standards.
 3. Maintain and demonstrate a professional and ethical image not only for the Sales and Catering Departments, but the entire hotel.
 4. Function as a key member of the Management Team.
 5. Support all administrative duties required utilizing your organizational skills.

Experience / Skills

- Needed:**
- * Corporate sales in hotel industry a plus, or a related service industry that has direct customer contact.
 - * College Education (2 years) or comparable experience.
 - * Demonstrate strong sales ability.
 - * Self-Motivated and goal oriented.
 - * Excellent verbal and written communication skills.
 - * Strong organizational skills and ability to prioritize.
 - * Strong belief that "Because of the customer, We Exist!"
 - * Aggressive
 - * Proven Results Track Record
 - * Will consider college graduate

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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<http://www.cooperhotels.com/careers.php>