

Job Details

Job Description: Cooper Hotels is looking for a Director of Sales for our Hampton Inn & Suites in downtown Atlanta who would like to join a dynamic hotel management team. The Hampton Inn & Suites is an upscale boutique style hotel looking for an energetic, customer service oriented professional. This property is a 119 room hotel with over 1,300 square feet of meeting space and four meeting rooms, and is listed on the National Register of Historic Places.

Cooper Companies are owners / operators of Hiltons, Garden Inns, Homewood Suites, Hampton Inn & Suites, Embassy Suites, Garden Plazas, and Crowne Plazas with more than 4,000 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.

Experience / Skills Needed: Hotel sales background
Self Starter
Understanding of local markets (specifically Corporate markets)
Able to establish new accounts
Sales calls required
Understanding hotel marketing plans
Limited travel
Establish profitable and cost effective sales programs.
Develop and implement sales plan for all profit centers.
Maintain sales awareness throughout property.
Consistently monitor results to goals.
Teach, train, counsel, and lead Sales staff in consistently exceeding production goals.
Ensure customer satisfaction.
Maintain communications with Regional and/or Corporate Staff.
Monitor competition.
Stress development of weekend business.
Build shoulder season group business.
Develop and promote trade and consumer sales programs, packages, etc.

Salary or Hourly Position? Salary

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: Negotiable

Bonus Plan: Yes

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

Contact

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