

Job Details

Job Description: The Crowne Plaza Fort Myers, Homewood Suites Fort Myers, Hilton Garden Inn Fort Myers Airport FGCU, and Homewood Suites Fort Myers Airport FGCU, part of Cooper Hotel Group, are currently looking for the perfect candidate for the position of Sales Manager, multi-property sales force.

Responsible for group sales.

Job Responsibilities Respond to inquiries and RFPs in a timely & professional manner, according to company standards.

Include: Conduct outside sales calls to local businesses.
Craft proposals, group contacts, resumes and invoices.
Ensure thorough communication with Operations departments for proper servicing of groups & events.
Consistently & strategically exceed established booking, consumption and activity goals.
Continually expand business pipeline by generating new leads via sales calls, presentations, trade shows, networking events and community involvement.
Host site inspections and actively participate in property events.

Experience / Skills Minimum 3 years sales experience (preferable in the hospitality industry)

Needed: Excellent oral and written communications skills.
Proficient in Microsoft Word, Excel and PowerPoint. SalesPro and OnQ & Opera systems knowledge a plus.
Applicant must be a high energy, motivated and creative individual. Position requires organization and attention to detail. Must work very well with others in developing strategies toward common goals. Strong guest service skills.
Familiar with standard reservation processes, group and catering procedures.
College degree preferred, or similar work experience

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

Email: lvinciguerra@cooperhotels.com

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