

**Sales Manager**  
**Hilton Orlando/Altamonte Springs**  
**US-Altamonte Springs, FL**



**Job Details**

**Job Description:** The Hilton Orlando/Altamonte Springs, part of Cooper Hotel Group, is currently looking for the perfect candidate for position of National Group Sales Manager. The position will be based in Altamonte Springs, FL, and will be directly responsible for building group business.

\* Soliciting new accounts and maintaining a rapport with existing client base through telephone solicitation, outside sales calls, site inspections and written communications

**Job Responsibilities:** \* Meet or exceed assigned market segments' budgeted sales and booking goals

**Include:** \* Prepare and present effective proposals and contracts for potential accounts

\* Attend tradeshows and other industry functions as necessary

\* Travel monthly to feeder cities

\* Display high level of professionalism through conduct and appearance.

**Experience / Skills Needed:** \* 2 yrs. + experience in hotel group room sales

\* Must be a high energy, motivated and organized individual. Work very well with others in developing strategies toward common goals.

\* Excellent oral and written communication skills.

\* Familiar with standard group procedures and contract terms.

\* Efficient Computer skills in Excel, Word, Internet. Experience with Delphi or Sales Pro preferred.

\* College degree preferred, or similar work experience

\* Progressive resume

**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:**

**Bonus Plan?:**

Yes

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

**Contact**

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