



INTERNAL CAREER OPPORTUNITY

INTERIM - SALES MANAGER

Super 8 St. John's, Newfoundland

We're looking for a dynamic professional to fill the Sales Manager position starting mid October till the spring of 2009. The successful candidate will be a highly focused sales and service oriented individual, responsible for securing new sustainable business for the hotel through the creation and implementation of sales strategies, and hands-on outside sales.

BASIC RESPONSIBILITIES:

To achieve revenue and customer satisfaction goals by negotiating business and coordinating the execution of that business with other departments.

Duties include:

- Assist in the development of annual sales goals
- Meet assigned market segments budgeted sales and profit margin by soliciting, selling and confirming business as required
- Develop data and recommend programs to meet the need of the client
- Prepare proposals with the Director of Sales that are geared to maximize profit
- Attend trade shows to develop new business and to contact established customers
- Insure maximum occupancy on a daily basis by performing follow-ups on bookings
- Develop plans, special sales activities and promotions
- Conduct market analysis to determine client needs, occupancy potential, and desired rates
- Determine, communicate, and monitor achievement of standards of performance on a timely basis

SKILLS, ABILITIES & QUALIFICATIONS:

- Minimum 3 years sales experience in the Hospitality Industry
- Business Degree would be considered an asset
- Superior written and verbal communication skills
- Excellent organizational and time management skills
- Ability to develop and deliver formal presentations on behalf of the hotel
- Exceptional interpersonal skills
- Set priorities for self and others in the hotel

If you are interested in the above position, please submit your resume to:
Human Resources, Pacrim Hospitality Services Inc., Suite 201, 30 Damascus Rd. Bedford,
Nova Scotia, B4A 0C1

Or fax your resume to: (902) 457-3277

Email: hr@pacrimhospitality.com

Please note, as a general rule, Pacrim does not pay for relocation expenses

DEADLINE FOR APPLICATIONS: Monday, September 29, 2008