



INTERNAL CAREER OPPORTUNITY Regional Sales – New Brunswick

We're looking for a dynamic sales professional to fill our Regional Sales position for our New Brunswick Super 8 properties. This individual will be responsible for participating in the strategic sales plan for our three Super 8 hotels in New Brunswick, including Dieppe, Caraquet and Campbellton. This is a home-based position, with the successful candidate being based out of Moncton. The ideal candidate is a highly focused sales and service oriented individual, who excels at securing new sustainable business through the creation and implementation of targeted sales strategies. The successful candidate will be responsible for the creation, management and execution of all marketing and development plans to achieve the properties sales targets.

BASIC RESPONSIBILITIES:

- To assist in the development of strategic sales and marketing plans for the hotels, and assist the individual properties in the development of annual sales goals
- Recognize, strategize and maximize all available supply chains.
- Ensure hotels are meeting assigned market segments budgeted sales and profit margin by soliciting, selling and confirming business as required
- Conduct market analysis to determine target business, client needs, occupancy potential, and desired rates
- Prepare proposals that are geared to maximize profit
- Attend trade shows to develop new business and to contact established customers
- Develop plans, special sales activities and promotions and work with the sales manager on their implementation
- Determine, communicate, and monitor achievement of standards of performance on a timely basis

SKILLS, ABILITIES AND QUALIFICATIONS:

- Minimum 3 progressive years sales and marketing experience in the hospitality industry
- Fluent in both official languages
- 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 hotels
- Exceptional interpersonal skills
- Set priorities for self and others in the hotel
- Valid drivers license is required as well as a reliable vehicle

If you are interested in the above position, please submit your resume to:

Human Resources, Pacrim Hospitality Services Inc.,

30 Damascus Rd, Suite 201

Halifax, Nova Scotia, B3M 4N9,

or fax to: (902) 457-3277

Email: hr@pacrimhospitality.com

DEADLINE FOR APPLICATIONS: Monday, October 27th, 2008