

Sales Manager

CA - AB - Grande Prairie

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Registration Information

Company Name: Pacrim Hospitality Services Inc.

Email: hr@pacrimhospitality.com

Contact Type: Employer

Job Details

Job Description:

Pacrim Hospitality Services Inc. (PHSI) is one of Canada's largest, privately-owned hotel management companies. Its portfolio includes hotels from coast to coast in Canada and the United States with more than 6,000 guest rooms and suites. Pacrim Hospitality Services Inc. has, for more than a decade, expertly managed hotels in partnership with many of the world's most recognized hotel brands. Pacrim Hospitality is the preferred management company of Holloway Lodging REIT and is based in Halifax, Nova Scotia.

We're looking for a dynamic professional to fill the Sales Manager position based in Grande Prairie, Alberta. 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:

- * 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 & Marketing 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

Job Requirements:

- * 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 and networking skills
 - * Set priorities for self and others in the hotel
- * Valid drivers license is required as well as a reliable vehicle

Management Position? Yes

Entry-Level Position? No

Work Permit Needed?

Applicants who do not already have legal permission to work in Canada will not be considered.

Job Available:

Immediately

Industry Categories :

Hotel/Resort

Position Categories :

Sales