

NATIONAL SALES MANAGER

Experience Scottsdale | Scottsdale, AZ





EXPERIENCE SCOTTSDALE

From the stirring beauty of our lush Sonoran Desert to our luxury resorts, chef-driven restaurants and exciting activities and attractions, Scottsdale is bursting at the seams with the makings of a memorable getaway. As the destination marketing organization for the Scottsdale area, Experience Scottsdale works to benefit the community by bringing highly sought-after visitor dollars to our city. Scottsdale's multi-billion-dollar tourism industry is essential to our city's economic growth and vitality.

The meetings sector remains an essential part of Scottsdale's tourism industry. Historically meetings have accounted for nearly 45% of our resort and full-service hotel occupancy. We focus on corporate (healthcare, high tech, financial, manufacturing, insurance, and retail), association (major conventions, board meetings, training/educational seminars, and professional/technical meetings), and niche meetings (sports, government, social, military, educational, religious, and fraternal meetings).

Activities & Adventures

Recreational options include horseback riding, off-road tours, hiking, and hot-air ballooning. Attractions include Frank Lloyd Wright's Taliesin West, Desert Botanical Garden, and many more.

Arts & Culture

The arts take center stage in the Scottsdale Arts District, Scottsdale Museum of Contemporary Art, and Scottsdale Center for the Performing Arts.

Dining & Nightlife

Old Town Scottsdale alone offers more than 100 restaurants, wine bars, and nightclubs, with hundreds of additional options available citywide.

Easy Airport Access

Scottsdale is an easy 15-minute drive from Phoenix Sky Harbor International Airport, which offers nonstop service to more than 128 cities worldwide and over 1,200 daily arrivals and departures.

Great Golf

Scottsdale's more than 200 area golf courses include lush traditional tracks and challenging desert golf layouts.

Hotels & Resorts

More than 70 meetings-friendly properties that range from award-winning resorts and stylish, urban hotels to limited-service properties.

Renowned Spas

In addition to traditional treatments, Scottsdale spas offer nutrition and fitness programs to boost health and reduce stress.

Theme Events & Venues

Scottsdale offers unique off-site venues for theme events and galas, including an authentic Moroccan citadel and Arabian horse ranch, world-class museums, upscale Western settings, and our magnificent Sonoran Desert.

The Sonoran Desert

Scottsdale's more than 330 days of sunshine a year allow you to plan outdoor events and activities with confidence. Plus, Scottsdale is recognized as one of the nation's safest, cleanest, and most vibrant cities.

Values, Deals & Great Rates

Stretch your program budget with group values and room rate discounts during the summer and shoulder seasons.



POSITION SUMMARY

The National Sales Manager, under the general supervision of the Vice President of Convention Sales & Services, promotes Scottsdale as a premier meetings destination through sales functions. This position is responsible for generating convention sales leads and confirming definite business for Scottsdale-area hotels on behalf of the corporate, association, incentive, and third-party meeting planners from the Mid-Atlantic plus Market (Washington DC, Virginia, Maryland, West Virginia, Delaware, North Carolina, Ohio, and Kentucky).

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Actively prospect in assigned territory to develop business opportunities for Scottsdale.
- Work with meeting planners to develop requests for proposals through a variety of means, including prospecting, sales calls, trade show participation, sales missions, and client events.
- Serve as liaison between the planner and hotel sales manager to assist in site selection and coordinate site inspections.
- Manage sales process and ensure member properties are aware of all revisions and updates.
- Build relationships with Experience Scottsdale members (hotels, golf courses, DMCs, and other hospitality-related businesses).
- Plan and execute sales trips, including individual sales calls, group appointments, and general client development.
- Develop and execute various special projects, including annual familiarization tours, client events, and trade shows.
- Participate and contribute to professional industry associations; attend industry-related meetings and events.
- Responsible for individual budget management in conjunction with the Senior Events Project Manager.
- Responsible for the creation and execution of an annual program of work for a defined geographic territory.
- This position is responsible for the indirect supervision of the Convention Sales Coordinator.
- This job includes both work in an office setting and remote work. It also requires active participation in outside meetings and destination activities, as well as travel-related work.

QUALIFICATIONS

- A Bachelor's degree in tourism or a related business field is preferred.
- A minimum of three years of experience in the travel/tourism or meetings/convention industry, including group sales experience, meeting planning, or any combination of training and experience that provides the required knowledge, skills, and abilities.
- Excellent written and verbal communication skills, including public speaking skills.
- Considerable knowledge of meetings and conventions to industry practices.
- Ability to effectively use modern technology in the performance of job duties.
- Strong interpersonal communication skills; customer service oriented.
- Organizational and time management skills.
- Proven sales record; goal-oriented.
- Team player with a positive attitude.
- Knowledge of the Scottsdale hospitality community is preferred.



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If interested in learning more about this great opportunity, please send your resume to our SearchWide Global Executive, Nicole Newman.

SearchWide Global is a full-service executive search firm primarily for companies in the travel, tourism and convention, and hotel and lodging industries. We specialize in C-Level, Director and Management level executive searches for companies ranging in size from Fortune 500 corporations to mid-sized public and private companies.