

## POSITION SUMMARY

Elevate your sales career and step into a leadership role as an Area Director of Sales. If you are a visionary leader with a proven track record in driving top-line revenue and orchestrating successful sales teams, this is your opportunity to shine.

Our hospitality group is seeking a dynamic individual who can oversee four properties, inspire a talented team of five, and transform strategic visions into actionable plans. In this influential role, you'll command the full spectrum of sales operations, from crafting innovative strategies across multiple market segments to developing strong partnerships that enhance our brand presence. Your leadership will energize teams, streamline processes, and ensure that each guest's experience is extraordinary.

We value creativity, collaboration, and a commitment to excellence—qualities that will guide your journey with us. You will be responsible for monitoring and managing sales channels to maximize revenue opportunities and guest satisfaction.

## KEY RESPONSIBILITIES

- Oversee sales operations across four properties while leading and mentoring a team of five.
- Develop and implement comprehensive sales strategies targeting varied market segments.
- Drive revenue by optimizing catering, group, and transient sales while ensuring guest and associate satisfaction.
- Achieve property revenue goals and support team booking pace objectives.
- Evaluate and maximize the benefits of hotel participation in diverse sales channels.
- Build multi-property strategies focused on exceptional guest services, profitability, and market growth.
- Cultivate and maintain strong industry partnerships to enhance brand presence and drive success.

## EXPECTATIONS

The Area Director of Sales is responsible for leading and inspiring a talented sales team, transforming strategic visions into actionable plans to foster a culture of excellence across diverse hotel properties. You will oversee the development and implementation of comprehensive sales strategies targeting multiple market segments to drive top-line revenue and achieve property goals. This role involves cultivating strong partnerships to enhance market presence while ensuring guest and associate satisfaction. With at least 5 years of hotel sales management experience, you will monitor and manage sales channels to maximize revenue opportunities and support financial performance across properties.

**If interested in learning more about this great opportunity, please send your resume to one of our SearchWide Global Executives, Wendy Moran or Kathryn Millard.**

**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.**



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