



RMS CAREERS

Sales Manager

The Blake Hotel - New Haven, CT

POSITION SUMMARY:

The Sales Manager is responsible for working collaboratively with the sales team to maximize revenue for The Blake Hotel. The Sales Manager provides excellent service to existing and prospective customers, is the primary contact for prospecting social group business, and serves as the secondary contact for corporate business. This role develops a strong network of influencers and suppliers in the local community; duties include hosting booths at corporate and wedding shows and attending networking events. The Sales Manager also conducts hotel tours and meetings, monitors pricing and availability, puts together contracts, prepares and secures payments, and follows up with clients post stay/post event. This position reports directly to the on-premise Director of Sales as well as the Regional Director of Sales.

POSITION REQUIREMENTS:

- Bachelor's degree in hotel management or a related field preferred.
- One to three years of sales experience within the hotel industry
- Exceptional customer service, and verbal and written communication skills.
- Professional demeanor, self-motivated, high-performer who can emulate best-in-class customer service to prospects, guests and team members.
- Experience with the following software and social platforms a plus: Tripleseat, RoomKey, HotelPlanner, CVENT, Wedding Wire and The Knot, among others.
- Must be available to work when needed, including weekends, holidays, and nights.

TO APPLY

Please respond with "Sales Manager - Blake Hotel"
in your email subject line to: careers@rms-companies.com

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