

Job Posting, **Sales Manager**
Corporate Select Markets
Toronto Mississauga Southwest Hotels

Holiday Inn Express & Suites Mississauga Toronto Southwest & NEW Residence Inn by Marriott Toronto Mississauga Southwest

Date Posted:

November 25, 2019

Position:

Easton's Group of Hotels currently has one **(1) Full-Time** position available for a **Sales Manager – Corporate Select Markets** at their Toronto Mississauga Southwest Hotels – Holiday Inn Express & Suites Mississauga Toronto Southwest & the NEW Residence Inn by Marriott Toronto Mississauga Southwest.

Job Requirements:

- Establishes and maintains client base of corporate businesses through direct outside sales effort for the purpose of securing business for the hotel to ensure that predetermined sales expectations are met or exceeded.
- Develops and maintains relationships with key clients in order to produce corporate business transient and group business.
- Negotiates guestroom rates, meeting room rental, function space, and hotel services within approved booking guidelines. Confirms in writing to the client all requirements via sales contract.
- Conducts tours of the hotel and banquet facilities; entertains qualified potential clients in accordance with company and property policies and procedures.
- Accurately forecasts all bookings and cancellations.
- Assists the Director of Sales with the implementation and achievement of the Sales Marketing plan.
- Attends and represents company at trade shows and city-wide conventions.
- Responds quickly to guest requests in a friendly manner. Follows up to ensure guest satisfaction.
- Perform other duties assigned by supervisor or department manager.

Skills and Abilities Required:

- Some College plus a minimum of 2 years sales or marketing related experience, or equivalent combination of education and experience. Related degree preferred
- Prior hotel sales experience preferred
- Excellent Communication skills; Must speak fluent English
- Mathematical skills, including basic math, budgeting, profit/loss concepts, percentages, and variances are utilized frequently
- Problem solving, reasoning, motivating, organizational and training abilities are used often
- Attention to detail, Sales/negotiating abilities
- Ability to travel to attend workshops, tradeshow, conventions, etc.

Unionized Position:

No, non-union salaried position.

Work Schedule:

Monday – Friday 9am – 5pm with the flexibility to work evenings, weekends according to business initiatives, events, conferences or trade shows.

Forward resumes to mark.jones@hiemississauga.com We would like to thank all applicants for their interest in the position; however only those candidates selected for an interview will be contacted.

Easton's Group of Hotels is an equal opportunity employer