



EMBASSY SUITES®

par/by Hilton™

Montréal

montreal.embassysuites.com

INTERNAL CAREER OPPORTUNITY

Regional DOS Montreal & Director of Sales Embassy Suites

Quebec

We're looking for a dynamic professional to fill the **Regional Director of Sales** position for our Montreal properties which include Holiday Inn Express and the Candlewood Suites Montreal. This person will also fill the position of **Director of Sales** position at the Embassy Suites.

The ideal candidate will be 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
- To build and lead a sales team in the transient, group and extended stay market.
- Recognize, strategize and maximize all available supply chains.
- 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
- 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
- Revenue Management skills would be an asset

SKILLS, ABILITIES AND QUALIFICATIONS:

- Minimum 3 years sales experience in the Hospitality Industry, within the Quebec market.
- 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 skills
- Fluent in both English and French
- Valid drivers license is required as well as a reliable vehicle

If you are interested in the above position, please submit your resume to:

Directeur Général / General Manager
Embassy Suites par/by Hilton Montréal
208 St. Antoine Ouest Montreal Quebec H2Y 0A6
Fax: 514.288.8899 E: mail: srubin@pacrimhotels.com

DEADLINE FOR APPLICATIONS: Friday, June 18th, 2010