



SALES MANAGER

Wingate by Wyndham Edmonton West

We're looking for a dynamic professional to fill the Sales Manager position. The successful candidate will be a 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
- 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
- Prepare proposals (RFP's) that are geared to maximize profit
- 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

SKILLS, ABILITIES AND QUALIFICATIONS:

- Minimum 2-3 years sales experience in the Hospitality Industry
- 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
- Valid drivers license is required as well as a reliable vehicle

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

Human Resources

Pacrim Hospitality Services Inc.

30 Damascus Road, Suite 201, Bedford, NS B4A 0C1

Fax: 902-457-3277, Email: klaing@pacrimhospitality.com

DEADLINE FOR APPLICATIONS: March 1st, 2010