

. V I S I T .

ALBUQUERQUE

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JOB POSTING

Position Title: Sr. National Sales Manager - Mid-Atlantic Region
Divisions: Sales, Services & Sports
Hours/FLSA Status: Full Time Exempt position with benefits
Salary/Benefits: Salary - DOE. Excellent benefits package including paid downtown parking and 401k program with match.

POSITION SUMMARY

To promote and sell Albuquerque as a prime convention and meeting destination and booking conventions thereby stimulating Albuquerque's economic development for growth. This is accomplished through daily prospecting efforts and industry events, online and various client contact opportunities. To achieve specific room night and lead sales goals as assigned, which may be reviewed and adjusted at any time based on business needs.

This position resides in the Mid-Atlantic region, with geographic sales territory covering Washington DC, Maryland, and Virginia. Additional industry vertical markets may be assigned. The position requires travel to Albuquerque on a recurring basis for site visits and for internal staff meetings as needed.

QUALIFICATIONS

Education/Experience

Bachelor's degree (B. A.) from four-year college or university with at least five years specifically-related sales experience or equivalent combination of education and experience. Degree in Hospitality or Business is desirable.

- Knowledge and appreciation of Albuquerque, its hotel product and destination venues.
- Ability to perform outside sales functions.
- Must be able to operate personal computer including lap top computer or iPad when traveling.
- Ability to learn and be proficient with industry specific software (Simple View) required.
- Intermediate to advanced knowledge of MS Office 365 software.

Date Posted: June, 2023

To apply for this position, e-mail, fax or mail resume & cover letter including salary history to:

Human Resources – NSM
Visit Albuquerque
PO Box 26866
Albuquerque, NM 87125-6866
Fax: 505-247-9101
e-mail: jobs@visitabq.org
www.visitalbuquerque.org
No phone calls please

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