



JOB POSTING

Position Title:	Director of Sales
Department:	Convention Sales, Services & Sports
Salary/Hours/Benefits:	Base salary DOE, full-time with excellent benefits package including paid downtown parking and 401k program with match.
Job Summary:	<p>Visit Albuquerque, a private not-for-profit corporation, seeks an individual to position Albuquerque as the premier North American meeting, convention and event destination by performing sales and management activities to include:</p> <ul style="list-style-type: none">• Sell the Albuquerque Convention Center, destination hotels and off-site venues for both city-wide conventions and single property meetings.• Maintain a key leadership role within convention sales, services and sports department, focusing on training, mentoring and implementing approved sales strategies and procedures that support the overall sales philosophy of the organization.• Mentor and train the sales team in collaboration with the associate director of sales and maintain strong communication with Vice President regarding ongoing staff updates and activities.• Analyze weekly, monthly and quarterly staff reports including but not limited to individual production, individual action plans and team production.
Qualifications:	<p><u>Education/Experience:</u> Bachelor's degree in related field and five or more years senior level sales experience in the hospitality industry, or equivalent combination of education, training, and experience.</p> <p>Must possess strong client base with national associates.</p>
Date Posted:	May 24, 2019

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

Human Resources
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No phone calls please

EOE