



Visit Tampa Bay leads the effort of economic development through tourism. Our Mission is to create vibrant economic development for our community by collaboratively increasing visitation to Tampa Bay. The independent not-for-profit organization represents nearly 800 Tampa Bay businesses and promotes the area as a choice destination for conventions and visitors. Currently we are looking for a **Convention Sales National Account Director** to assist in the sales process and to service clients' needs once the booking turns definite.

JOB POSTING - National Account Director - Convention Sales

Responsibilities

- Have an in-depth knowledge of Tampa products to creatively promote our destination
- Driven to seek out new meeting and convention leads
- Manage leads and distributions of RFP's to hotel partners
- Dynamically and confidently deliver bid presentations
- Create a welcoming and hospitable environment for all clients and partners
- Plan and execute customer FAM's and events
- Accurately update and manage client information, correspondence, and activity in CRM
- Negotiate and mediate clients and partners information to create accurate and winning bids

Education Experience and Qualifications

- Degree from an accredited college or university in Tourism/Hospitality preferred
- A minimum of 5 years hotel, convention center, or DMO experience required
- Must possess strong communication and customer service skills
- Self-starter who will establish priorities and meet deadlines effectively and efficiently
- Must be knowledgeable with presentation software program and customer databases
- Must be friendly, hospitable, and have the ability to develop relationships
- Must be available some weekends and evenings
- Ability to travel 20% for industry events and client presentations

Compensation & Benefits

Competitive salary is commensurate with experience
Incentive pay for completion of goals
Company paid healthcare premiums
Company funded HSA
100% Company paid life insurance, short-term and long-term disability
5% Company matched 401(k) plan with full vesting after three years
Generous paid time off
10+ Holidays per year
Ongoing career training and development

***If you are driven, qualified and a TEAM PLAYER, please send your resume to:
HR@VisitTampaBay.com***

Visit Tampa Bay is an Equal Opportunity and E-Verify Employer