



NATIONAL ACCOUNT DIRECTOR - SOUTHEAST

Unlock Tampa Bay, the hip, urban heart of Florida's Gulf Coast. Bask in the sun, fun, and culture that make Tampa Bay the ideal meeting place. Just steps from the award-winning, 600,000-square-foot waterfront Tampa Convention Center, the Tampa Riverwalk links hotels, restaurants, and cultural venues like gems on a string. Treasure awaits.

RESPONSIBILITIES

- Have an in-depth knowledge of Tampa products to promote our diverse and culture-rich destination
- Driven to seek out new meeting and convention leads
- Manage leads and distributions of RFPs to hotel partners
- Negotiate and mediate clients and partners information to create accurate and winning bids
- Dynamically and confidently deliver bid presentations to prospects
- Ensure clients and partners always experience a welcoming and hospitable environment
- Use creativity to plan and execute customer FAMs, site visits, and events
- Accurately update and manage client information, correspondence, and activity in CRM

EDUCATION EXPERIENCE AND QUALIFICATIONS

- Degree from an accredited college or university in Tourism/Hospitality preferred
- A minimum of 5 to 7 years hotel, convention center, or DMO experience required
- Must possess strong communication and customer service skills
- Able to establish priorities and meet deadlines effectively and efficiently
- Must be knowledgeable with presentation software and customer databases
- Must be organized, detail oriented and self-motivated
- This position is based on-site in Visit Tampa Bay's office
- Must be available some weekends and evenings
- Ability to travel for industry events and client presentations

COMPENSATION AND BENEFITS

- Competitive salary is commensurate with experience
- Incentive pay for completion of goals
- 100% company-paid benefits health, dental, vision, life, and disability
- HSA/FSA with Company contributions
- Company 5% matched 401(k) plan eligibility after 90-days employment
- Generous paid time off
- 10+ holidays per year
- Ongoing career training and development
- Company-paid downtown parking
- Cellphone reimbursement
- Tuition reimbursement

WHY WORK FOR VISIT TAMPA BAY?



HOW TO APPLY

If you are qualified, please send your resume to

HR@VisitTampaBay.com