



NATIONAL ACCOUNT MANAGER

MID-ATLANTIC MARKET EXPERIENCE PREFERRED

At Visit Tampa Bay, we combine a fun, collaborative culture with a passion for showcasing one of the nation's most vibrant destinations. Our team enjoys competitive benefits, professional development opportunities, generous paid time off, and a supportive work environment that values innovation and work-life balance. If you're excited about using group sales knowledge and sales data to help drive tourism success, you'll find a rewarding career and great teammates here.

RESPONSIBILITIES

- Manage accounts within designated market segment and work toward individual sales targets
- 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
- MUST have a minimum of 5 to 7 years of hotel group sales, convention center sales, or DMO group business experience, ideally in the Mid-Atlantic market
- Must possess strong communication and customer service skills
- Must be knowledgeable with presentation software programs and customer databases
- Must be organized, detail-oriented, and self-motivated
- Must be able to work on-site in the downtown Visit Tampa Bay's office
- Have availability on some weekends and evenings
- Must be able to travel out of town 30% of time 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
- Education and training reimbursement

WHY WORK FOR VISIT TAMPA BAY?



HOW TO APPLY

If you are qualified, please send your resume to

HR@VisitTampaBay.com