**Hotel Sales Manager – Element by Westin Hotel**

Dynamic Group is a growing hotel development and management company located in Chattanooga, TN. Our dynamic team is hiring for multiple positions across 3 hotels opening in the Chattanooga region this year. Our 2022 openings in East Ridge, Hamilton Place, and Hixson are all Marriott branded hotels. Our current portfolio includes downtown, Hamilton Place, and Cleveland, TN. Dynamic Group seeks to hire motivated, dependable, and energized individuals looking to contribute to Chattanooga’s thriving hospitality and tourism industry. At Dynamic Group our housekeeping, guest services, operations, and sales teams all collaborate to deliver excellent guest experiences. Email hr@dynamicgroupmgmt.com to submit your resume today!

Dynamic Group seeks a highly motivated hotel sales manager in the Chattanooga area to champion our Element by Westin Hotel sales goals. The ideal candidate will be uniquely skilled in building mutually beneficial business relationships to serve neighboring organizations and their travel needs.

Dynamic’s ideal candidate will be energized, experienced, and effective. We seek a candidate who is professional, personable, and proven. Marriott experience is preferred but not required.

**Job Requirements:**

* Complete all required brand specific training
* Complete all required Dynamic Group Mgmt. training
* Adhere to all Dynamic Group Mgmt. and property specific brand standards
* Perform any other duties as requested by management to aid in better operation of the hotel and service to the guests
* Provide personalized, friendly service to every guest and associate
* Promptly respond to sales inquiries from potential clients and customers seeking sleeping rooms, board room space, food and beverage services, etc.
* Initiate new sales, prospects and qualified leads
* Host and entertain clients and maintain client accounts
* Conduct property site tours with the intent of promoting hotel facilities and services
* Determine rates, prepare proposals, negotiate contracts, service accounts and analyze lost business
* Develop a sales plan and strategy to meet and exceed established revenue and room night goals
* Partner with operations departments to ensure full participation in servicing accounts
* Work closely with the Regional Director of Sales to accomplish goals

**Physical Requirements:**

* Be able to bend, reach, kneel, push, and stretch and lift and/or carry up to 40 pounds
* Can stand/walk on feet for 8 hours and work in a restrictive space/environment
* Must have eyesight enabling vision both near and far
* Must be comfortable using a step stool or ladder
* Must be able to use/lift arms for up to 8 hours
* Must be able to handle heat and stress
* Have finger dexterity for operating equipment
* Must speak in a clear, understandable voice, hear at a basic level, and understand English
* Must be able to write

**Necessary Skills:**

* 2+ Years of hotel sales experience
* Self starter / proactive personality
* Able to attain weekly, monthly, quarterly & annual sales goals
* Keep confidential the business functions of the company including, but not limited to, financial status, customer/guest information, employee issues, etc.
* Must be responsible for safety and security of guests, fellow employees and hotel assets
* Have knowledge of fire alarm system and evacuation procedures
* Have dependable transportation available
* Able to communicate effectively in writing, verbally, and in person
* Able to work a flexible schedule. We are a 24/7 business which may require work availability of nights, weekends, and holidays
* Is organized, honest, works well with others, and has an outgoing personality
* Maintain a clean and attractive work area, uniform, and person
* Able to work with people from diverse cultures and backgrounds

**Dynamic Group is a EEO employer**