**AREA SALES COORDINATOR**

Compensation: **$22.00 to $24.00 per hour**

Are you passionate about hospitality sales and eager to grow your career in a dynamic, multi-property environment? At Prominence Hospitality Group, we’re looking for a driven, energetic, and strategic **Area Sales Coordinator** to elevate revenue performance across our hotel portfolio and represent our brand with excellence!

**Location**: **Valley Forge Hotels to include - Homewood Suites, Hilton Garden Inn, Hampton Oaks, and the Tru by Hilton PA**

**Why Choose Prominence Hospitality**

* **IGNITE Your Career** – We invest in you with comprehensive training, career growth opportunities, and leadership development.
* **Competitive Pay & Incentives** – We recognize and reward your hard work and dedication.
* **Work/Life Balance** – Enjoy flexible schedules and generous employee discounts (your friends and family benefit too!).
* **Inclusive & Empowering Culture** – We celebrate diversity and encourage innovation.

**What You’ll Do as Area Sales Coordinator**

* **Sales Leadership:** Drive group, commercial, and transient sales across multiple hotel properties by executing proactive sales strategies and managing relationships with key accounts.
* **Business Development:** Represent the hotels at networking events, trade shows, and community partnerships to increase visibility and generate leads.
* **Strategic Collaboration:** Partner with Directors of Sales and Revenue Managers to influence pricing, promotions, and occupancy strategies.
* **Project & Revenue Support:** Play an active role in revenue management, online presence (web/social media), and execution of quarterly sales action plans.
* **Performance Management:**Monitor sales goals, KPIs, and call activity to ensure targets are achieved or exceeded.

**What You’ll Bring**

* **Education & Experience:** 2+ years of hotel sales or hospitality sales experience, with a track record of revenue-driving performance.
* **Sales & Influence:**Strong ability to build relationships, close deals, and influence buyer decisions.
* **Communication & Organization:** Excellent written and verbal communication skills, and the ability to manage multiple priorities across locations.
* **Tech Savvy:**Proficiency with sales systems, CRM tools, and revenue management platforms.
* **Mindset:** Energetic, self-motivated, flexible, and collaborative.

**Why This Role Matters**

As an**Area Sales Coordinator**, you play a critical role in driving revenue and visibility for multiple Prominence properties. Your leadership and strategic approach directly impact hotel growth, team performance, and the guest experience — helping our portfolio succeed in a competitive market.