

## **Director of Sales – Residence Inn by Marriott Pittsburgh Airport**

The Residence Inn by Marriott Pittsburgh Airport is seeking qualified candidates for their Director of Sales opening.

The hotel is managed by White Lodging - one of the fastest-growing, fully-integrated independent hotel ownership, development and management companies in the country.

Candidates must have the following skills and experience:

- 3-5 years of hotel sales leadership experience, knowledge of the local market is a plus.
- Hands-on professional with a passion to motivate others and a willingness to personally demonstrate a successful method of selling beyond goals and expectations
- Have knowledge and experience in writing, directing and executing marketing and action plans annually and quarterly
- Excellent skills in team building, selecting talent, training, mentoring and developing a sales team and achieving goals
- Extensive experience in managing the daily operations, directing the effort, executing and exceeding weekly sales call goals, teleprospecting calls, hotel site tours and cold calls goals
- Effective communication skills to establish strong customer relationships and repeat business opportunities through a pro-active leadership style
- Managing the sales effort through forecasting, budgeting and yield management to achieve and exceed top line goals
- Drive revenues through new business and develop a strong customer base
- Pro-active sales approach to saturate and penetrate accounts
- Professional and effective written correspondence, proposals, bids and follow-up
- Creativity, enthusiasm, passion and drive are required to be successful in this position.

Interested applicants should forward their resume to Dan Yancosek, General Manager at [Daniel.yancosek@whitelodging.com](mailto:Daniel.yancosek@whitelodging.com)