



An Exclusive Collection of Hotels, DMCs & CVBs

## **Regional Director of Sales**

### **Greater Chicago Area**

#### **Industry**

Hospitality and Leisure, Travel & Tourism

#### **Employment type**

Full-time

#### **Experience**

Mid-Senior level

#### **Job function**

Sales, Business Development

#### **Job description:**

DMI Hotels is seeking a dynamic Regional Director of Sales who brings a proven track record and a passion for proactive selling to join our diverse team.

The primary objective of this position is to manage key accounts by uncovering new group sales opportunities for the hotels and DMCs in the DMI collection. If you are goal oriented, energetic, have previous or current global sales experience, we offer a flexible environment for you to succeed. The ideal candidate is overly aggressive, has a passion for proactive selling, detail oriented, and is looking for flexibility to home office. Candidate could be based **anywhere within the U.S. or Canada.**

#### **Responsibilities:**

- Effectively execute tactical sales techniques
- Organize activities and resources in a manner that maximizes productivity and efficiency
- Focus on personal sales efforts to achieve maximum revenue return and annual revenue goal
- Maintain communication with accounts to resolve customer issues and increase customer satisfaction and account revenue
- Use professional sales techniques to negotiate the best possible terms and conditions that satisfy customer and hotel expectations
- Prepare an annual budget for travel and other business expenses
- Grow relationships with customers and hotel partners that enable the development and advancement of sales initiated
- Effectively manage the customer decision and relationship process
- Execute effective presentation skills, both orally and written

A resume and cover letter are a must.