

DESCRIPTION: DIRECTOR OF SALES / SALES MANAGER

POSITION IS BASED IN THE WEST AND REQUIRES THE CANDIDATE TO BE LOCATED WITHIN CLOSE PROXIMITY TO THE LOCAL MARKET

INDEPENDENT CONTRIBUTOR ROLE

- Prospect, plan and call on existing or potential clients within an assigned territory to maximize sales opportunities. Accountable for individual sales goals associated with assigned territory, which includes product penetration, media, subscription and consumer network goals.
- Complete required contracts and paperwork for order submission following established company policies. Provide clients with order information as needed or as requested (i.e. providing exposures status)
Create and/or customize client presentations using available templates and presentation tools (MS PowerPoint, screen captures)
- Complete and submit sales reports on a timely basis following established division guidelines.
- Continuously improve knowledge of hotel industry by keeping abreast of changes in the market.
- Continuously improve knowledge of TravelCLICK product offering (core and new)

KNOWLEDGE & MINIMUM QUALIFICATIONS REQUIRED:

- Ability to prospect and match product solutions to client needs in an assigned territory
- Computer Skills: Proficient with MS PowerPoint, MS Word, MS Excel and MS Outlook.
- Ability to apply negotiation skills to a variety of sales situations
- Ability to ask relevant questions to uncover needs, identify closing barriers and overcome objections.
- Effective presentation skills under a variety of conditions (one on one, group, team)
- Manages own schedule and workflow resolving questions and issues with Regional Director
- Conceptual knowledge of GDS and reservations processing required
- Hotel industry knowledge required
- Entrepreneurial spirit
- Ability to communicate with all levels of management within a client and TravelCLICKs organization
- Ability to manage and maintain a prospect pipeline, which follows division-prospecting requirements.
- Excellent communication skills (written and oral)
- Ability to identify and capture market/client trends and communicate findings to management
- Process the knowledge of MS PowerPoint to create and/or modify presentations on own.
- Capable of managing a database of contacts, identifying decision-makers and setting appointments with high level managers
- Strong analytical skills