



## **Shula's 347 Business Development Manager**

Fresh off a multi-million dollar total renovation, Sheraton Chapel Hill Hotel welcomes you to a completely updated experience. Our premier, full service hotel is off of Franklin Street with easy access to the UNC campus—an ideal base for exploring the Triangle area. We're also just a few minutes from the Raleigh/Durham International Airport and convenient to many corporate offices.

Grounded in 40 years of experience, Richfield Hospitality offers world-class expertise in branded as well as independent hotel operations in select service, full service, and lifestyle properties. Richfield and its affiliates offer proven solutions and expertise to approximately 500 hotels and resorts. From hotel operations and property management to electronic distribution and interactive marketing, Richfield achieves superior operating results through its strong commitment to owners, guests and associates.

Shula's 347 is named in honor of Hall of Fame Coach, Don Shula. The winningest Coach in NFL history, with 347 career victories! Shula's 347 follows a long line of successful restaurants, all founded on the same famous tradition of Shula's Steak Houses. Shula's 347 Grill is the highlight of the renovation, bringing the home of the famous Shula's cut to the Sheraton Chapel Hill.

The Business Development Manager is responsible for soliciting new private dining accounts, entertaining and maintaining relationships with existing accounts to meet and/or exceed food and beverage revenue goals.

He/she will oversee client functions to ensure customer satisfaction. This position is responsible for overseeing all aspects of the promotion of Shula's 347 Grill and actively upselling each business opportunity to maximize revenue for this restaurant.

The Essential Job Functions include:

Solicit and maintain relationships with current clients and develops new clients through sales calls, site inspections, telemarketing, and electronic/written correspondence.

Accurately maintains client records, accounts, bookings and activities, making sure all accounts have future traces.

Works with Head Coach and Shula's Chef to provide quality service to customers.

Attend community/social events and industry meetings.

Qualified candidates will possess a high school diploma. A four year college degree is preferred.

A minimum of two - four years in hotel catering or restaurant business development is required.

Richfield Hospitality offers competitive compensation, excellent benefits and rewarding incentive plans with a commitment to associate's personal growth, respect and well being. For immediate consideration, direct your candidacy to:

Attn: Talent Acquisition

Re: Career Opportunity – Sales Manager

Richfield Hospitality  
7600 E Orchard Rd, Suite 230-S  
Greenwood Village, CO 80111

Email: [mwaters@sheratonchapelhill.com](mailto:mwaters@sheratonchapelhill.com)

Web: [www.richfield.com](http://www.richfield.com)

Richfield Hospitality is an equal opportunity employer.