

Hotel Sales Manager

Richfield Hospitality, a leading management company is currently seeking a dynamic leader for the Sales Manager position at our La Quinta Inn in Valdosta, GA. The La Quinta Inn & Suites Valdosta / Moody AFB is conveniently located adjacent to I-75 with easy Interstate 75 access.

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.

The Sales Manager is responsible for sales effort of the hotel, including developing new accounts, maintaining existing accounts, implementation of sales and marketing strategies maximizing profits of the hotel while maintaining customer satisfaction. This position reports directly to the General Manager.

Essential Duties and Responsibilities:

- Conduct site inspections throughout property.
- Maximize revenue by selling all facets of the hotel.
- Handle account details so all pertinent aspect of solicitation and closing are complete and documented.
- Coordinate various departments' participation in servicing accounts.
- Travel locally to conduct outside calls, promote the hotel and review competition reader boards to develop leads.
- Travel out of town to solicit business in feeder cities.
- Prepare information for, meet with, and entertain clients as deemed appropriate by potential business from that account.

Required Skills and Requisites:

- Excellent communication skills. Ability to convey information and ideas through a variety of media; engaging the audience and helping them understand and retain the message. Skilled at establishing effective relationships with customers and internal partners; promoting openness, trust and confidence in one's intentions. Requires effective reading, writing and oral comprehension.
- Service orientation. Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.



- High School Diploma and/or Four year Business/Marketing College Degree or equivalent experience.
- Minimum of 2 years hotel Sales and Marketing experience preferred.

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, La Quinta Valdosta

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

Email: careers@richfield.co,

Web: www.richfield.com

Richfield Hospitality is an equal opportunity employer.