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Area Sales Manager-Full Time- RSCAUS4071

Description
Reliable Staffing Austin is now seeking an Area Sales Manager.

Position Description:
Completes sales duties in an efficient and timely manner. Contacts designated accounts and makes well prepared, professional presentations to clients. Responds promptly and professionally to account inquiries, requests and complaints. Takes initiative to gather new business and contacts from existing clients. Is a consistent team player. Negotiates and follows proper procedure for new and existing clients. Is consistently aware of competition and is committed to ensuring a positive and safe work environment. Conducts property tours for Corporate Accounts. Works with team members to coordinate and follow up on key business leads and promotes Company's programs. Keeps up to date on information relating to sales and marketing by utilizing resources such as Internet, Hospitality Associations, business journals, tracking reports and STR (Smith Travel Research) report. Promotes excellence / professionalism in internal and external customer service (i.e., clients, hotel guests, Gold Key Members, Inner Circle Members, and our team members.) Understands Company programs and policies. Works a minimum of 45 hours per week (not to include personal or lunch time). Complies with hotels safety and security policies and procedures. Compensation: $50-$65,000 annual base salary plus commission. Benefits to include: Medical/Life Insurance. Dental Insurance. Short-Term Disability. 401K. Paid Vacation, Personal Days and Holidays. Discounts at all Hotels.

Job Location
8920 Business Park Drive Suite 250 Unit 7, 78759, Austin, Texas, United States

Valid through
18.09.2029

Base Salary
$ 92,000 - $ 170,000

Employment Type
Full-time

Hiring organization
Reliable Staffing Corporation

Contacts
jobplacements@reliablestaffing.com

Industry
Sales

Qualifications
Candidate Requirements: Bachelors Degree. 2-5 years experience in either Hotel Sales or B2B. Knowledge of sales techniques and professional business practices. Excellent English written and verbal skills. Proficient in Microsoft Office. Ability to type 40+wpm. Ability to compose letters and reports. Ability to operate an automobile.

Apply Now
REGISTER AND SUBMIT YOUR APPLICATION