



<https://jobsfor7.com/job/group-sales-manager-embassy-suites-aruba-resort/>

Group Sales Manager – Embassy Suites Aruba Resort

Job Location

United States
Remote work from: USA

Base Salary

USD 40 - USD 50

Employment Type

Full-time, Part-time

Description

at Hilton in Boise, Idaho, United States
Job Description

\\The location for this position is virtual/remote \\- US or Aruba\\

This is your chance to be part of an in-house Commercial Services team that propels Hilton's sales, revenue management, call center, and analytics functions! As a Group Sales Manager you will support these areas which are at the core of Hilton's "commercial engine" and are important to Hilton's ability to achieve profitable growth. On the Group Sales team reporting to the Director of Sales, you will work on projects including the development of sales strategies to attract group business to exceed established revenue and room night goals.

HOW WE WILL SUPPORT YOU

Hilton is proud to support the mental and physical wellbeing of all Team Members so they can Thrive personally and professionally in a diverse and inclusive environment, thanks to programs and benefits such as:

- + Go Hilton travel program: 100 nights of discounted travel with room rates as low as \$40/night
- + Hilton Shares: Our employee stock purchase program (ESPP) - you can purchase Hilton shares at a 15 percent discount
- + Paid parental leave for eligible Team Members, including partners and adoptive parents
- + Mental health resources including free counseling through our Employee Assistance Program
- + Paid Time Off (PTO)
- + Learn more about the rest of our benefits (https://jobs.hilton.com/us/en/benefits)

At Hilton, we believe every Team Member is a leader. We are committed to offering leadership development opportunities and programs through every step of a Team Member's career journey and at every level, both in our hotels and across corporate.

Hiring organization

Hilton

Date posted

October 15, 2024

Valid through

31.05.2025

APPLY NOW

Apply Now

\Available benefits may vary depending upon terms and conditions of employment and are subject to the terms and conditions of the plans\.

HOW YOU WILL MAKE AN IMPACT

Your role is important and below are some of the fundamental job duties that make your work unique\.

What your day\-\to\-\day will be like:

- + Manage relationships with corporate clients and maintain client databases\.
- + Negotiate contracts and pricing with clients for group events and accommodations\.
- + Implement marketing strategies necessary for attracting clients while maintaining a clear understanding of hotel policies and ensuring compliance\.
- + Conduct research to identify new markets and business opportunities\.
- + Travel across the USA to initiate new sales, solicit leads, hold conferences, and make sales, proposals, and presentations\.
- + Respond to inquiries from potential c

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