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# Example of Hotel Sales Manager Job Description

Our company is growing rapidly and is looking to fill the role of hotel sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for hotel sales manager

* Services existing business through management of accounts
* Develops and maintains a regular pattern of sales calls, meeting with principals of target market
* Conducts client interviews
* Plans and conducts familiarization tours and site inspections
* Travels when required to promote the Hotel and develop potential business
* Analyzes sales mix and likely impact on Hotel goals
* Meets with large groups, such as travel agencies and government bodies and prepares agreements with them allows for successful repeat business
* Sell advertising campaigns and data subscriptions to hotel partners by hosting product & sales webinars to present the GBT media offering
* Attend GBT hotel events, hotel partners events and other hospitality industry tradeshows to build the relationship with hotel partners and generate sales
* Drive lead generations initiatives including prospecting and email marketing

## Qualifications for hotel sales manager

* Cross sell into other AHC Hotels and St Regis Polo Resort
* Guest Rooms & Suites
* Banqueting & Meeting space
* Restaurants & Bars
* Annual Projected Revenue
* Knowledge of the hotel & company pricing policies, negotiation guidelines