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# Example of Hotel Sales Manager Job Description

Our growing company 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

* Be passionate and knowledgeable about London, we call it owning our neighbourhood
* Use your flair and individuality to drive sales and create connections with the neighbourhood
* Play a leading role in embedding a culture of sales across the hotel and the restaurant and bar
* Meet your sales targets while driving standards and productivity
* Ensure all sales KPIs are exceeded on a daily and monthly basis
* Own the training and development of our operational team on sales topics and run team incentives
* Lead the social media strategy across the hotel
* Represent the hotel and restaurant at networking events
* Assist with weekly forecasts
* Ensure CRM is up-to-date and accurate

## Qualifications for hotel sales manager

* You have a proven leadership
* You coach and develop sales talent to encourage maximum performance and engagement, address performance issues
* High School Diploma or General Education Degree, Bachelor’s degree preferred
* Demonstrated ability to work in a complex and process driven environment
* Software Sales experience with a background in Account management and development
* Knowledge of Hospitality/Hotel business processes is advantageous