

United States Jobs Expertini®

Complex Director of Sales & Marketing

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Company: HVMG - Hospitality Ventures Management Group

Location: Winston-Salem

Category: management

Experience the best of North Carolina - Join our Team in Winston Salem!

Are you ready to embark on a new adventure in the heart of North Carolina? Marriott Winston Salem & Benton Convention Center is seeking an exceptional individual to join our vibrant and thriving community as our Director of Sales & Marketing. This is not just a job, it's an opportunity to live and work in the North Carolina foothills and gateway to the Yadkin Valley.

Who We're Looking For:

We're on the hunt for a dynamic relationship builder who thrives on exceeding expectations. As our Director of Sales & Marketing, you will be the driving force behind our success. Your passion for winning business, delivering exceptional service, and leading a team to greatness will set you apart. You're a natural leader who stays connected with industry trends and events to position our hotel as a leader. Making sales calls, attracting new customers, and entertaining business clients are all in a day's work for you.

Your Responsibilities:

Direct and lead our Sales department.

Showcase your expertise in Hotel Sales, Marketing, Catering & Conventions, and Revenue Management.

Take ownership of all revenue streams and market segments.

Develop and execute an annual marketing plan, even in the unique pandemic environment.

Sell meeting space and ensure flawless execution of our team's monthly action plans.

Report directly to the General Manager, contributing your insights and expertise.

Requirements:

Group-Centric Hotel Experience, Required.

Convention Experience, Highly Preferred.

Marriott Experience, Highly Preferred.

Create and lead profitable and cost-effective marketing and sales programs.

Expertise in crafting and monitoring effective social media hotel marketing campaigns.

Direct and coordinate an impactful advertising program that makes a lasting impression.

Analyze and interpret various analytics, keeping a pulse on competitive trends.

Consistently monitor results and adapt strategies accordingly.

Ensure our customers and clients are absolutely delighted with their experience.

Our Associates Love

Amazing opportunities for career advancement across HVMG

Paid Time Off (PTO) and 9 Paid Holidays

Full Healthcare Benefits (including medical, dental, and vision coverage)

401k Retirement Plan with a guaranteed 4% match and no vesting

Hotel and Food and Beverage Discounts and Perks

Join Us and Be Part of a Diverse and Inclusive Workplace!

At the Marriott Winston Salem, we value diversity and inclusion. We are proud to be an Equal Opportunity Employer that embraces individuals from all walks of life. We believe in providing equal opportunity without regard to race, color, national origin, religion, sex, age, marital status, or disability. Join our team and experience the joy of working in an inclusive workplace where your unique talents are celebrated!

Apply Now

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