Director of Sales

Kenosha, WI

Pay: $85,000.00 - $100,000.00 per year
Job description:
Job Title: Director of Sales Candlewood Suites, Kenosha
Position Summary:
The Director of Sales is responsible for leading the hotel's overall sales strategy and driving revenue across corporate transient, group, and catering segments. This role owns the top-line revenue target, manages the sales team, and develops strategic account relationships to maximize total hotel performance.
Key Responsibilities:

- Develop and execute the annual sales plan aligned with revenue goals
- Lead, coach, and manage the sales team to achieve performance targets
- Maintain relationships with key accounts and secure new business opportunities
- Collaborate with the General Manager and revenue team on pricing and demand strategy
- Oversee RFP processes and ensure competitive positioning
- Analyze market trends, competitor activity, and performance data to refine strategy
- Represent the hotel at industry events, sales calls, and client meetings
- Prepare and present sales forecasts, reports, and budget performance

Qualifications:

- Bachelor's degree in Hospitality, Business, Marketing, or related field
- Minimum 5 years of hotel sales experience, including leadership roles
- Proven track record of meeting or exceeding revenue targets
- Experience across corporate, group, and catering segments preferred
- Strong leadership, communication, and strategic planning skills
- Proficiency in CRM systems and revenue management concepts
- CHSE certification preferred
- **What Success Looks Like:**
- A high-performing Director of Sales builds a strong, accountable team, develops effective revenue strategies, and consistently delivers on sales targets while strengthening the hotel's market position.

Benefits:
1)401k
2)Health Insurance - Day 1
3)Vision Insurance - Day 1
4)Dental Insurance - Day 1
5)Paid Time Off
6)Annual Performance Bonus (Quarterly Paid)
7)Employee Discount for personal Travel for multi brands (Marriott, Choice hotels, BWH, IHG)
8) Flexible Schedule
Earning potential exceeding $100K with a massive bonus opportunities. Also, Potential to get promoted in a dual brand (Marriott & IHG) DOS role in 6-12 months of hiring.
Benefits:

- 401(k)
- Dental insurance
- Employee discount
- Flexible schedule
- Flexible spending account
- Health insurance
- Paid time off
- Vision insurance

Experience:

- Sales in Hotel industry: 1 year (Required)

Work Location: In person

Contact Person:

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