

Bermudiana Beach Resort
Tapestry Collection by Hilton
Hotel Sales Director Vacancy

I. Job brief

- We are looking for a high-performing Hotel Sales Director to develop and supervise but not limited to: sales & marketing, rate and inventory management, supervision of front office and experiences, implementation of strategies in accordance to the brand standards.
- The successful candidate will be a likeable, hands on sales person who loves Bermuda with a passion and interacts brilliantly with prospective guests, meeting planners and group organizers by phone, video phone, email and in person during inspection visits and viewings.
- While not a traditional 9 to 5 job, the successful candidate is likely to travel extensively and work on a rota which includes weekends and some public holidays.

II. Sales Director responsibilities include:

- Sales Management (FIT, HH, groups, local, corporate, etc.)
- International sales (North America)
- Revenue Management
- Experience Management & Event Management
- Public Relations & Social Media
- Front Desk, Reservations, CRM & Guest Relations

III. Requirements

- Bachelor of Hospitality Management
- Minimum 5 years in a Management position within the Hospitality and/or Tourism Industry
- Minimum 2 years of international experience
- Preferably with a hotel brand but not essential
- Proven knowledge of front desk, reservations, revenue and general operations
- Must have effective oral and written communication skills
- Team member spirit, multi-task minded, prioritizing as appropriate and frequent traveller

Please reply to: hrrecruits@bhc.bm Closing date July 16th, 2021