



3670 HURONTARIO STREET, MISSISSAUGA, ONTARIO, L5B 1P3

**POSITION AVAILABLE:
DIRECTOR OF SALES & MARKETING**



As the newest Delta Hotel by Marriott, with 315 modern guestrooms and suites, 11,000+ square feet of stylish meeting space, onsite Starbucks® Coffee and Driftwood Social Bar + Table, we are looking for a dynamic Director of Sales & Marketing to join our team and embark on an exciting career.

Description

What's your passion? Whether you are into binge watching the latest Netflix series, pet photography or cheering on your favourite team, at Delta Hotels by Marriott Toronto Mississauga, we're interested in YOU. We employ people who apply the same amount of care and passion to their jobs as they do their hobbies – people who put our guests at the heart of everything they do. And we're looking for more people like this to join our friendly and professional team. This role is responsible for developing and implementing the total sales and marketing strategy of the hotel.

In this important role, you will lead the day-to-day activities for yourself and a team of sales managers, catering manager and coordinator to plan, organize, develop and communicate strategies and goals for an outstanding hotel that has completed a major transformation and rebranding in the heart of Mississauga. By demonstrating a "lead by example" attitude and management style, you will lead the team effort to capture new accounts, maintaining existing accounts, and implement innovative sales strategies to drive hotel performance within group, business transient and leisure segments. You will create and implement hotel-level tactical sales plans; analyze current/potential market and sales trends and coordinate all activities to maintain and increase revenue and market share. The Director of Sales & Marketing will also develop and maintain strong relationships with officials and representatives of local community groups and companies, and attend out-of-town brand conferences and trade shows to capture new business and increase sales for the hotel. Additional requirements include a passion to respond quickly and effectively to inquiries for group guestroom blocks, business travel RFP's and self-confined meeting or catering requests. You will contribute significantly to weekly yield meetings to ensure that revenues are maximized through expert rate and inventory management practices. You will play a key role to assist the General Manager in development of the hotel's Sales & Marketing Plan, Budget and month-end reporting and fully align with Marriott's Global Sales & Marketing teams to maximize brand benefits and relationships. You

will also take the lead to create and maintain a highly compelling on-and-off-line image for the hotel, delivered through a best-in-market website, various e-Channels, display ads, sponsor partnerships, and sales collateral materials.

Qualifications

Heightened preference will be given to candidates with previous Marriott sales leadership & systems experience (Opera PMS and CI/TY). Requirements include a High School Diploma (University degree in related field preferred), 3-5 years of experience in a Hotel Sales leadership position with direct reports, excellent telephone skills, the ability to handle multiple tasks with strict deadlines in a fast paced, dynamic work environment and high proficiency in MSWord, MS Excel & MS Outlook. Essential elements of success also include strong organizational skills, accuracy in document preparation and savvy online & social media skills. You must be able to travel to attend workshops, trade shows, brand meetings, etc. You may be required to work nights, weekends and/or holidays.

In return we'll give you a competitive financial, bonus and benefits package that will include healthcare, dental, vision, disability and life insurance support. Hotel discounts worldwide are available as well as access to a wide variety of discount programs and the chance to work with a great team of people. Most importantly, we'll give you the room to be yourself.

So what is your passion? Please get in touch and tell us how you could bring your individual skills to our always-evolving team.

Application Details

Get some insight into Vrancor Group, owner & operator of Delta Hotels by Marriott Toronto Mississauga by visiting vrancor.com. We're growing rapidly and opportunities abound for great people! Qualified applicants should forward their resume and cover letter via email to: selina.louzado@deltamississauga.com.

Please note that only those applicants selected for an interview will be contacted.