



**Position Available: Director of Sales
Home2 Suites by Hilton Brantford, ON**

What's your passion? Whether you're into disc golf, binge watching "Stranger Things" or sampling your way through weekend Farmers Markets, at Home2 Suites by Hilton Brantford and Vrancor Group, 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.

Hotel Overview

Opening spring 2019 and Vrancor-built, with its central location and convenient access to Wayne Gretzky Sports Centre, Sanderson Centre and all area businesses and attractions, Home2 Suites by Hilton Brantford is currently the area's newest and only all-suite hotel with stylish studio and one-bedroom suites. Spacious and modern, every suite offers full-size everything kitchens with refrigerator/freezer, microwave, sink, dishwasher, toaster and dishes. Start your day with a free hot breakfast including artisan breakfast sandwiches and a full range of breakfast favourites. Fast Wi-Fi is included so you can work online, connect with loved ones or stream the latest series. Added features include Spin2 Cycle fitness & laundry, indoor saline swimming pool, Oasis Community Lobby, outdoor lounge area with fire pit plus contemporary meeting spaces for up to 135 people. Pets are welcome! Exceptionally designed for extended stay guests, with no point cap on Hilton Honors rewards. Home2 Suites - the obvious choice when GPS is set for Brantford.

Position Overview

In this important role, you will lead the effort to solicit and grow individual business travel and extended stay project commitments from local, national and international corporations and group commitments from Sporting, Education, Fraternal, Entertainment and Association organizations through a variety of different sales techniques that include organizing and executing personal sales calls, participating in brand-sponsored trade shows and communicating directly with guests and travel influencers via email, phone calls, receptions, etc. Your efforts will make a significant contribution to the achievement of budgeted guest room revenue by committing the hotel's product and services within agreed pricing and service parameters. You're at the top of your game and bring polished professionalism to work everyday, as evidenced by maintaining a highly organized office with up-to-date records covering client communication, commitments and results tracking. You are a high achiever, driven by results with strong business acumen, and an ability to develop creative solutions in a fast-paced business environment. You thrive in a team environment and are willing to step in to assist any team member if and when required. A great benefit of this role is joining one of the world's largest and most globally respected hotel brands, Hilton Worldwide.

If this sounds like you, come join our dynamic team. At Home2 Suites by Hilton Brantford and Vrancor Group we want to employ people that can be themselves, are passionate about winning and willing to consistently strive to build a highly rewarding career.

Qualifications

All candidates must have a minimum 3+years' experience in a senior sales management role, with demonstrated communication skills and the ability to multi-task with strict deadlines. High proficiency in MS Word, Excel and Outlook required, along with savvy online & social media skills. Specific background within the Hospitality Industry and Proficiency with OnQ PMS are strong assets. This role requires that you must be able to travel to attend workshops, trade shows, brand meetings, etc. You may be required at times to work nights, weekends and/or holidays as required.

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.

Please get in touch and tell us how you could bring your individual skills to our brand new hotel and Vrancor.

Get some insight into Vrancor by visiting vrancor.com.

APPLICATION DETAILS

We're growing rapidly and opportunities abound for great people! Qualified applicants should forward their resume and cover letter by applying to this job posting on **www.indeed.com** Please note that due to high volume of applicants only short-listed candidates will be contacted.

We are committed to providing employment accommodation in accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act. If contacted for an employment opportunity, please advise Human Resources if you require accommodation.

Date Listed: January 07, 2019

Closing Date: Until filled