



Timmins

**Position Available: Sales Manager
Hampton Inn by Hilton Timmins, ON**

What's your passion? Whether you're into gourmet cooking classes, binge watching "Stranger Things" or sampling your way through weekend Farmers Markets, at Hampton Inn by Hilton Timmins, 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: Opened in 2015 and Vrancor-built, the 115-room hotel offers panoramic views of the Mattagami River and features Hampton's Perfect Mix Lobby, designed with a variety of seating and lighting options. With stylish guestrooms, contemporary public spaces, and amenities including complimentary daily hot breakfast, complimentary Wi-Fi, clean and fresh beds and digital key access via SMART phone & Hilton app, Hampton Inn by Hilton Timmins is the market leader in the Timmins area and the preferred hotel for business travelers.

Position Overview

In this important role, you will lead the effort to solicit and grow individual business travel commitments from local, national and international corporations and group commitments from Sporting, Education, Fraternal, Entertainment and Corporate 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. You are happy to assist welcoming guests during peak arrival / departure periods. 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 Hampton Inn by Hilton Timmins, 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 hotel.

Application Details

Hampton Inn by Hilton is operated by Vrancor Hospitality Corporation. Get some insight into Vrancor 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: careers@vrancor.com

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