

AMPS JOB POSTING

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Please submit your form by email (amps@courtesyassoc.com) or fax (202-973-8722).

Date Posted:	July 20, 2010
Company Name:	Visit Baltimore
Company Address:	100 Light Street, 12 th Floor, Baltimore, MD 21202
Contact Name:	MJ Harris
Contact Phone:	410-659-7030
Contact Email:	mjharris@baltimore.org
Job Description:	<p>Description: Visit Baltimore is seeking a National Sales Manager (NSM) to drive meeting and convention sales business for the City of Baltimore. The NSM will work individually as well as with the Sales team to drive new business as well as optimizing existing business. NSM will be responsible and accountable for meeting and/or exceeding sales goals and objectives as defined in the sales & marketing plan. Also responsible for developing and maintaining relationships with counterpart sales staff of Visit Baltimore member hotel properties and the Baltimore Convention Center. The NSM will be expected to keep up to date on current city information to enhance and educate potential client's decision to book their business in Baltimore. The incumbent will also represent Visit Baltimore at industry trade shows and outlined sales initiatives. The NSM will be seen as a subject matter expert for the geographic region and throughout the account base assigned area and will serve as a liaison between the local hospitality community and customer base.</p> <p>Experience: Candidate must have experience in soliciting meetings and convention business from key market, fully versed in the process of sending leads and booking space in hotels as well as a Convention Center. Must also have experience with using assessments, rate negotiations, special deals, rebates, and other negotiating tools to develop business proposal and sales presentations. Candidate will also be required to identify target account list in accordance with Visit Baltimore sales goals and booking</p>

guidelines. Qualified candidate must have 5-7 years experience in the hospitality industry preferably in hotel sales or CVB sales and service management. Must have basic understanding of sales technology tools, excellent computers skills as well as excellent written and oral communication skills. Candidate must have a valid driver's license and reliable transportation able to carry a minimum of three clients. All final candidates will be subject to a financial credit check and candidate must be able to obtain a cell phone with email capabilities.

Resume and cover letter will be accepted until position is filled. Forward resume and cover letter to resumes@baltimore.org. Please include salary requirements in cover letter as well as preferred location. (2 positions available, 1 Mid Atlantic / MD Region, 1 Mid West / Chicago Region. NO PHONE CALLS PLEASE. Visit Baltimore is an Equal Opportunity Employer.

Salary and incentive are proportionate with experience.