



Effective January 1, 2022

JOB DESCRIPTION

JOB TITLE: Director, Regional Hospitality Sales
DEPARTMENT: Sales
REPORTS TO: Jeff Smith, SVP Hospitality Sales
FLSA STATUS: Exempt

JOB SUMMARY: Enseo's Director, Regional Hospitality Sales is responsible for developing and implementing Enseo product sales across a group of territories. This is a key role in expanding Enseo's lines of business and working closely with customers.

SUPERVISES: N/A

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Recommend service and product enhancements to improve sales and customer satisfaction.
- Meet with customers (ownership groups, management groups and properties) to discuss their evolving needs and to assess the quality of the company's relationship with them.
- Prepare and present proposals and quotations based upon customer requirements.
- Actively sell and close deals with customers.
- Maintain technical and professional knowledge by reviewing professional publications, participating in professional societies and establishing personal networks.
- Project expected sales volume via forecasting against current sales quotas for region to sales management.
- Document customer interactions and maintain data related to activities, accounts and partners.
- Participate in sales training for new programs and products.
- Work with account managers to upsell additional products and renew existing agreements.
- Work with cross functional groups inside Enseo to facilitate sales process and other internal processes.
- Performs other duties as assigned.

REQUIRED SKILLS/ABILITIES:

- PC literacy with competency in all Microsoft Office Suite programs is essential
- Ability to function well in a high-paced and at times stressful environment
- Ability to use independent judgment in resolving various issues
- Ability to collaborate with team members and other departments
- Ability to multi-task and project manage
- Persistence to keep working to keep calling/emailing potential leads
- Possess analytical skills to identify and objectively evaluate innovative and alternative solutions.
- Excellent negotiation skills
- Excellent math skills
- Excellent active listening skills



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- Excellent verbal and written communication skills
- Excellent interpersonal and customer service skills
- Excellent organizational skills and attention to detail
- Excellent time management skills with a proven ability to meet deadlines

EDUCATION AND EXPERIENCE:

Education: Bachelor's degree in sales, communications or related field

Experience: 5+ years or more in technology solution sales

Knowledge:

- Extensive, accurate product knowledge
- Understanding of customer needs and how to manage multiple customers
- NetSuite understanding and familiarity
- Knowledge of hotel brands (like Marriott, Hilton, etc.)
- Knowledge of hotel processes and technology

PHYSICAL REQUIREMENTS:

Working Conditions: This is a full-time office environment position. Frequent travel is required.

Physical Activities: Occasional standing, stooping, and lifting up to 15 pounds

Physical Demands: Prolonged periods of sitting at a desk, working on a computer, and speaking on a telephone. Frequent repetitive motions.

NOTE: This job description is not an employment agreement or contract. This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.