



Position Title: **National Sales Manager**

Department: Sales

FLSA Status: Exempt

Reports To: Vice President of Sales

Effective Date: February, 2024

Choose Chicago is the official sales and marketing organization responsible for promoting Chicago as a global visitor destination to business and leisure travelers.

The **National Sales Manager** is responsible for lead generation and closing definite meetings ranging in size from 300 rooms to 1,999 rooms on peak in the west coast region into Choose Chicago member hotels and convention center facilities including McCormick Place. This position is open to candidates at the Choose Chicago office in Chicago or remotely located in San Francisco, Seattle, Denver, or Dallas. We are looking for an independent, motivated sales professional with excellent time management skills who is passionate about growing his/her career in the hospitality/DMO/meeting industry.

Responsibilities include but are not limited to:

- Responsible for new lead and definite room nights production goals
- Effectively and persuasively, sell Chicago as a meeting destination to a high volume of customers in the territory.
- Develop new business as well as handle existing accounts
- Maintain and grow personal account list involving making telephone contact and in-person visits with prospective as well as assigned accounts
- Develop feasible short and long-term plans and strategies for goal attainment
- Works closely with VP of Sales to develop an annual business/market plan including setting target goals for outside sales calls, solicitation calls, business entertainment opportunities and attendance at industry events
- Coordinate client site visits when applicable. This may include, but is not limited to, securing hotel accommodations and developing an itinerary that covers what is important to the client's decision. Attention to detail and exemplary communication are what make site inspections successful and are required competencies for this role
- Working knowledge of exhibit facilities and hotel capabilities in the Chicago metropolitan area is a benefit
- Working knowledge of competing convention cities and large-scale convention facilities
- Develop and maintain a high profile at relevant industry events, tradeshow, and industry associations
- Active contributor to bureau projects, functions and special events
- Self-starter, ability to travel, work in remote environment to build rapport with stakeholder community
- 20% travel anticipated for Chicago-based candidates; 40% travel anticipated for remotely based candidates
- Comply with established policies and guidelines applying Choose Chicago operations and employee conduct
- Responsible for effective CRM database management to track sales activities

- Perform other duties as assigned

Minimum Qualifications:

- Bachelor's degree preferred or equivalent experience
- 3-5 years of hotel/tourism related experience showing progressive growth and learning and/or training equal to the skill level needed to perform this position
- Prior experience in the hospitality, convention bureau or sales industry is a plus
- Previous sales experience is a plus

Knowledge, Skills and Aptitude Requirements:

- Experience working in a collaborative and competitive work environment with a strong team component will be beneficial
- Must be technologically proficient with a CRM, email, power point presentations, excel, word and other computer related tools
- Proficiency in Cvent is a plus
- Ability to effectively communicate both verbally and in writing with a strong knowledge of spelling, grammar and punctuation
- Ability to represent our city in a professional manner while interfacing with internal and external clients; good telephone skills
- Knowledge of the City of Chicago, including hotels, attractions, restaurants, and shopping is a plus
- Possess good organizational and time management skills to handle multiple projects simultaneously
- Disciplined, self-starter with the ability to travel and work independently and exhibit flexibility

Physical Requirements and Environmental Conditions:

- Ability to travel by air and ground in promoting the city of Chicago at various trade events is required, and attend/host customer entertainment in restaurants and local festivals
- Ability to perform computer work for extended periods
- Ability to work flexible hours as needed based on key conferences/events
- Ability to sit or stand for extended periods without being able to leave the work area (i.e., trade show setting)

TO APPLY:

This position offers a competitive salary and benefits package. Qualified candidates should submit resume and include **salary requirements** to resumes@choosechicago.com.

Choose Chicago

Human Resources Department
301 E. Cermak Road
Chicago, Illinois 60616

EMAIL: resumes@choosechicago.com

No Phone Calls

Choose Chicago is an Equal Opportunity Employer