
HOTEL SALES MANAGER CV

If you are applying for a Hotel Sales Manager position, you should present your CV in ways where your expertise in the revenue generation especially in the hotel industry will stand out. Experience in hotel sales management, that is to say experience in conference, corporate, and leisure sales as well as supervisory and sales leadership should be stressed out in your Hotel Sales Manager CV. Include also your proficiencies in sales processing tools such as Opera, Delphi, MS Office, and CAD Software. Give your CV an edge among others by following the sample CV of a Hotel Sales Manager below.

Phelan Huber

136-6924 Et Rd., Hinckley, Leicestershire, Q123 6NT Date of Birth: November 27th, 1989

Email: [email] Mobile: 07749 053647 Tel: 01407 861097

OBJECTIVE:

My primary objective as a Hotel Sales Manager is to contribute in generating maximum revenue for the business by exceeding target sales and profit margins. In order to do this, I aim to work in collaboration with the other teams to devise a feasible business budget and implement marketing strategies that will solidify relations by established and prospective clients. My experience as a hotel manager enhanced my ability and drive in pursuing promotional activities for hotel products and services as well as widening the client base. If given the chance, I look forward to contribute for the growth of the company.

SKILLS PROFILE:

Admirable experience in various hotel sales activities and supervise efficient working of staff members
Sound knowledge of organizing meetings and events in the hotel
Profound knowledge of pitching for sales for various conferences and corporate activities
Ability to interpret various financial reports
Ability to collect information and prepared appropriate plans
Proficient in various Microsoft Office applications

EDUCATIONAL BACKGROUND:

BA (Hons) in Marketing Dundee University	Dundee October 2008 – June 2011
A-levels: Business Studies, English Language, History, Economics King George V College	Southport September 2006 – June 2008
GCSEs: Business Studies, English Language, History, Maths City of London School	London September 2001 – June 2006

CAREER HISTORY:

The Courthouse Hotel Hotel Sales Manager	London December 2012 – Till Date
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- Analyzed customer requirement and prepared customized business proposals.
- Administered customer portfolio and designed strategies for new businesses.
- Maintained customer data base and provided updates as per requirement.
- Prepared sales budget for hotel and ensured compliance to the same.
- Supervised all on-site meetings and achieved all sales targets of the Hotel.
- Developed training programs for continuing the education of team.

Macdonald Hotels & Resorts Hotel Sales Manager	Lymington September 2011 – December 2012
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- Monitored training and development programs for all reception and sales team.
 - Coordinated with marketing executive for all offers and promotions.
 - Ensured optimal quality of all hotel promotional material and achieved all objectives.
 - Evaluated various hotel competitors and set pricing accordingly.
 - Developed and maintained effective relationships with all corporate clients.
 - Analyzed and identified new area of business and prepared annual sales strategy
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REFERENCES:

Paki Romero
720-3224 Suspendisse Rd., Hinckley
Surrey, S44 1XC
Mobile: 07824 700207

Lucian Blevins
508-6488 Ultrices, St., Hinckley
Surrey, S44 1XC
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