



Senior National Sales Manager

Job Title: Senior National Sales Manager
Organization: Visit Albuquerque
Location: Albuquerque, NM
Compensation: \$67,906 - \$84,883
TO APPLY: Email resume to staffing@valliant.com

Visit Albuquerque is seeking an experienced and dynamic Senior National Sales Manager who is excited to showcase our vibrant city as a world-class convention and meeting destination on a national scale. This is your opportunity to help elevate Albuquerque's economic impact and create meaningful opportunities for people in the community.

If you're passionate about travel, energized by big ideas, and thrive in a fast-paced, collaborative environment—this is the role for you. Visit Albuquerque employees enjoy a collaborative, team-oriented culture, professional growth opportunities, a competitive compensation and benefits package, and a front-line role in shaping some of the coolest events in Albuquerque.

Come be part of the movement to make Albuquerque shine on the national stage! Learn more at visitalbuquerque.org

POSITION OVERVIEW:

The Senior National Sales Manager will be responsible for developing and executing sales strategies to increase our national client base, build strong relationships, and achieve sales targets. You will work closely with our partner hoteliers, our marketing and convention services teams, and other community stakeholders to promote our meeting and convention services across the country.

This role requires an experienced sales professional with the ability to diplomatically navigate complex relationships with stakeholders including City officials, hoteliers and other partner organizations, meeting and event professionals, and a variety of clients.

KEY RESPONSIBILITIES:

- Develop and implement comprehensive sales plans to meet organizational revenue goals.
- Maintain and nurture relationships with new and existing clients to create a robust sales pipeline.
- Generate new business through personal sales calls, phone calls, direct mail, e-mail, and other sources to achieve assigned room night production goals.
- Attend virtual and out of town tradeshow, sales missions, networking meetings and local meetings to solicit convention business.
- Solicit, coordinate, and prepare event space, hotel proposals and bid documents to present for meeting planners' consideration.

- Conduct ongoing research on potential groups that may be a good fit for Albuquerque.
- Write bid proposals for client consideration of Albuquerque for conventions and meetings.
- Present to local members of national and regional associations and corporations to enlist their aid in booking future conventions.
- Select appropriate marketing materials to accompany and augment written or personal presentations to boards of directors, convention delegates, or site selection committees across the United States as needed to win Albuquerque's selection as an event site.
- Evaluate and recommend what amenities and incentives will be offered to potential clients to assist with their selection and provide the necessary marketing material to encourage the decision.
- Maintain regular contact with existing clients to understand business changes and nurture a strong rapport and to seek referrals of new clients.
- Coordinate and conduct in person and virtual site tours for qualified meeting planners highlighting facilities and attractions in the city.
- Coordinate and participate in Buyer Education Trips (BETs) programs for groups of meeting planners from across the country, inviting qualified clients to each BET.
- Assist meeting planners with referrals to local service providers.
- Provide leadership and mentorship to less experienced sales team members.

QUALIFICATIONS

- Bachelor's degree in hospitality, business administration, or related field.
- Five (5) years of sales experience in hotels, hospitality, or a related industry.
- Knowledge and appreciation of Albuquerque, its hotel products and destination venues.
- A strong customer service mindset and the ability to build relationships with a variety of stakeholders.
- Experienced with outside sales and meeting or exceeding production goals.
- Excellent communication, negotiation, and presentation skills.
- Knowledge of Hospitality, Convention or Tourism industries is a plus.
- Embody our three key virtues: "humble, hungry, and smart".
- An entrepreneurial spirit with a willingness to pitch in where needed.

This position will require occasional overnight travel, as well as the ability to work evenings, weekends, or holidays as needed.

Note to Applicants: This search is being conducted by Grace Lerner and Kim DeFilippis of Valliant Consulting Group. Successful candidate must be able to pass an in-depth background.

TO APPLY: Please send a resume to Valliant Consulting Group at staffing@valliant.com with "Senior National Sales Manager Application" in the subject line. If you require reasonable accommodations, please reach out to us and we will be happy to work with you. Visit Albuquerque is an equal opportunity employer.