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## JOB POSTING

Position Title:	Director of Sales
Department:	Convention Sales, Services & Sports
Salary/Hours/Benefits:	Base salary DOE, full-time with excellent benefits package including paid downtown parking and 401k program with match.
Job Summary:	<p>Visit Albuquerque, a private not-for-profit corporation, seeks an individual to position Albuquerque as the premier North American meeting, convention and event destination by performing sales and management activities to include:</p> <ul style="list-style-type: none"><li>• Sell the Albuquerque Convention Center, destination hotels and off-site venues for both city-wide conventions and single property meetings.</li><li>• Maintain a key leadership role within convention sales, services and sports department, focusing on training, mentoring and implementing approved sales strategies and procedures that support the overall sales philosophy of the organization.</li><li>• Mentor and train the sales team in collaboration with the associate director of sales and maintain strong communication with Vice President regarding ongoing staff updates and activities.</li><li>• Analyze weekly, monthly and quarterly staff reports including but not limited to individual production, individual action plans and team production.</li></ul>
Qualifications:	<p><u>Education/Experience:</u> Bachelor's degree in related field and five or more years senior level sales experience in the hospitality industry, or equivalent combination of education, training, and experience.</p> <p>Must possess strong client base with national associates.</p>

**To apply for this position, e-mail, fax or mail resume & cover letter, including salary history, to:**

Human Resources  
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**No phone calls, please.**  
EOE