

HOTEL/HOSPITALITY DIRECTOR

QUALIFICATIONS:

- BS/BA OR 4+ years of Audio/Visual Supervision or Leadership Experience
- Sales experience preferable
- Demonstrated organizational skills
- Demonstrated management skills
- Ability to read & decipher financial reports/records
- Experience with computerized inventory & tracking systems
- Ability to work under stressful circumstances
- Must have excellent problem solving skills
- Technical Drawing knowledge preferable

JOB GOAL: To grow overall audiovisual revenue and profitability, while maximizing customer satisfaction through involvement during the pre-production phase through post production phases. Solicits new and repeat business through a proactive sales approach that incorporates consultative selling skills. Cultivates and maintains relationships with key hotel personnel.

PERFORMANCE RESPONSIBILITIES:

- Account and event management utilizing FES quoting/inventory software
- Scheduling of technical staff as needed using FES scheduling software
- Identifies and markets to prospective hotels/venues
- Regularly meets with key hotel staff
- Manages and develops FES hotel staff
- Executes statistical reporting for Hotel sales and related data

COMPENSATION: DEO

TYPE: Full Time *extended hours as needed*