



NATIONAL SALES MANAGER

The Resort at Paws Up is seeking a National Sales Manager with a strong background in the U.S. group market to secure group meetings and incentives during our off-season and shoulder season. We are looking for an individual who will leverage existing relationships, secure new business and work to exceed room-night and annual revenue goals. A successful candidate will be strategic, assertive, creative and positive. The individual must be passionate about our resort and have experience selling a luxury product in addition to being vehement about everything Montana represents. The National Sales Manager will report directly to the Director of Sales.

Resort Overview

At the crossroads of incomparable luxury and unspoiled wilderness lies The Resort at Paws Up. Paws Up is luxury ranch resort situated on a sprawling, 37,000-acre, authentic working cattle ranch in western Montana. Whether you choose an expansive private home or a sophisticated, safari-style luxury tent, Paws Up provides an unfiltered connection with the natural beauty of Montana amidst a landscape of impeccable rustic elegance and comfort. The Resort at Paws Up is a complete destination for groups and Montana meetings that range from small, intimate gatherings to incentive programs and executive retreats.

Summary of Responsibilities

Responsibilities and essential job functions include but are not limited to the following:

- Consistently offer professional, engaging and quick follow-up
- Accountable for booking new group business between September and May
- Develop and maintain customer base in assigned market
- Develop an innovative sales action plan to target new business and exceed quarterly and annual revenue goals
- Collect market and competitive intelligence to assess and implement strategy and long-term goals



- Coordinate and financially manage sales trips and industry events within territory, supplemented with regular site inspections and customer familiarization trips
- Keep accurate records of potential customers and follow through on all potential business
- Quote and negotiate prices within established parameters
- Upon closing, coordinate and follow up with convention services, catering and/or other resort departments to ensure delivery of promised services
- Handle special projects as assigned
- Support and encourage positive team approach
- Other duties as assigned

Qualifications

- Bachelor's degree and/or hotel management degree and a minimum of five years of successful hotel sales manager experience
- Experience with the U.S. group market, ideally in mountain and/or resort destinations
- Motivated to work independently from an in-market home office
- Excellent written, verbal and presentation skills
- Computer literate with Maestro and mastery of Microsoft Office Suite
- Must be results-oriented and flexible, supporting a team-based approach to goal attainment
- Proven ability to prospect new business
- Proven ability to close business and maximize potential of existing accounts

