



# Catering Sales Manager

Contact: CRESCENT HOTELS AND RESORTS

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[https://al-choctaw.countybuyselltrade.com/jobs/catering-sales-manager\\_san-antonio\\_80364](https://al-choctaw.countybuyselltrade.com/jobs/catering-sales-manager_san-antonio_80364)

Address: **842 Park Ave NW, San Antonio**  
Price: **Check with seller**

DetailsApplyJOB OVERVIEW:The Sales Manager is responsible for selling social and catering business. The position is accountable for proactively soliciting and handling opportunities with revenue potential. This individual works to develop, build and maintain long-term, value-based customer relationships in order to achieve personal and team related revenue goals. An important part of the role is to ensure business is turned over properly and in a timely fashion for proper service delivery. A key responsibility is to drive customer loyalty by delivering service excellence throughout each customer experience, and to provide high-level service to our customers in order to grow the account on behalf of the hotel.ESSENTIAL JOB FUNCTIONS:\* Works collaboratively with sales and event teams and other hotel counterparts to drive revenue and ensure customer satisfaction and increase market share. \* Builds and strengthens relationships with existing and new customers, industry organizations. \* Develops and manages relationships with key stakeholders, both internal and external. \* Understands the overall market including competitors' strengths and weaknesses, economic trends, supply and demand, and knows how to sell in a competitive manner. \* Targets accounts, markets or segments with heavy emphasis on proactive solicitation. \* Develops and implements an effective sales plan. \* Executes designated sales strategies to develop and solicit specific accounts to achieve revenue goals. \* Uses negotiating skills and creative selling abilities to close on business and negotiate contracts. \* Interacts with guests to obtain feedback on product quality and service levels. MINIMUM QUALIFICATIONS:\* High school diploma or GED; 4+ years experience in the sales and marketing or related professional area. \* Strong written and oral communication skills. \* Basic office equipment and computer skills such as copiers, faxes, word processing, Internet browsers, and email. \* Previous Sales and Marketing experience, and knowledge of principles and methods for showing, promoting, and selling products or services. ADDITIONAL QUALIFICATIONS:\* Strong interpersonal skills and ability to develop constructive and cooperative working relationships with others, and maintain them over time. \* Ability to think creatively to develop, design, or create new applications, ideas, relationships, systems, or products, including artistic contributions. \* Strong analytical skills and ability to make decisions and solve problems by analyzing information and evaluating results to choose the best solution. \* Develop specific goals and plans to

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