



**constellationhotels**

Grand Chifley • Chifley • Australis • Country Comfort • Sundowner

### **Territory Sales Manager**

Constellation Hotels is a leading Australian owned hotel management company with hotels and resorts across Australia. With a strong corporate culture that focuses on the value of our People, the Group takes pride in the delivery of exceptional service and the growth and development of its people.

Based at the Brisbane Sales office at the Chifley at Lennons, your primary role will be to increase the occupancy and obtain optimum room rates from your designated territory across all market segments. You will also be expected to negotiate contracts with Queensland based clients that have accommodation needs whilst identifying leads and communicating with the rest of the National Sales Teams based in Sydney, Melbourne and Adelaide for follow up, and to identify new business opportunities generally.

Key performance areas:

- ▶ Achieving revenue targets for Chifley at Lennons
- ▶ Achieving weekly sales call target to qualified prospects.
- ▶ Building and maintaining relationships with new and existing clients
- ▶ Establishing and maintaining contact with industry representatives and tourism bodies
- ▶ Maintaining effective communication with the sales and hotel teams including the delivery of market intelligence
- ▶ Supporting key projects i.e. new product launches.

Pre-requisites

- ▶ Proven record of success as a sales manager.
- ▶ Demonstrated understanding of key hotel market segments and what influences their decision makers
- ▶ Excellent communication and organisation skills
- ▶ Territory management experience.
- ▶ External studies or tertiary education in the area of sales, marketing, or tourism
- ▶ Desire to work in a high pressure, achievement oriented environment

Could all interested applicants respond to:

Sharon Cauldwell  
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Constellation Hotels  
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