



MYRTLE BEACH AREA CHAMBER OF COMMERCE

Description

Coordinate and direct the sales and services activities of the Convention and Visitors Bureau to accomplish the mission.

Title

Director of Group Sales

Essential Functions

- Plan, direct and coordinate the sales efforts of the Group Sales team to ensure sales managers meet or exceed the sales goals set.
- Plan, develop and implement convention, group sales and service programs for meeting and group planners.
- Development of the annual budget.
- Develop and maintain working relationships with meeting planners, association executives and tour operators. Represent the area at major industry meetings, trade shows or familiarization tours.

Required Knowledge

- Bachelor's degree in Business Administration, Tourism or related field is desirable.
- Minimum of 10 years in CVB administration or hotel sales management.
- Extensive knowledge of convention and group sales and the associations that serve those markets.
- Ability to direct sales staff.
- Ability to supervise and evaluate the work of others.
- Ability to think creatively, identify new sales and marketing strategies and attract positive attention to the Myrtle Beach area.
- Skilled in developing and delivering clear and comprehensive oral, written and electronic reports/presentation.
- Effective at operating effectively in a fast pace.
- Flexibility to travel.

Competitive salary and benefits package. Send resume, salary history, and at least three professional references to mbaccjobs@visitmyrtlebeach.com. Incomplete submissions will not be accepted; accepting resumes until the position is filled. We are an EOE, drug and alcohol-free workplace.