



Tourism Sales Manager

Visit Rogers fosters economic growth by promoting Rogers as a world class destination. We are seeking an individual to sell and promote Rogers to planners of sports events and group tours, creating economic opportunities for our partners and the community. This individual aligns with the Visit Rogers team in creating sales and marketing practices that promote the Visit Rogers brand.

This full-time, non-exempt position reports directly to the Executive Director, and is a member of the Visit Rogers team, a division of the Rogers Lowell Area Chamber of Commerce.

QUALIFICATIONS AND REQUIREMENTS

Knowledge of best sales practices in the overall hospitality industry

Ability to communicate value of hosting events in Rogers to prospective planners and buyers in the sports and group tour markets.

Ability to create and execute a comprehensive sales strategy to increase business and economic impact from the sports and group tour markets.

Ability to travel and represent Rogers in face to face sales calls with potential buyers, at times working with other representatives and organizations from Northwest Arkansas and the State of Arkansas.

Excellent verbal communications and presentation skills.

Ability to exercise judgment and diplomacy in a wide variety of public contact situations.

Must be goal oriented with a proven track record.

Willing and able to work evenings, weekends and holidays based on client and office demands.

Bachelor's degree in Business, Marketing or Hospitality related field.

2-3 years minimum work experience in sales required. Experience in CVB/DMO and hotel sales highly preferred.

Understanding of Destination Marketing concepts highly preferred

Visit Rogers offers a competitive salary and benefit package commensurate with experience.

TO APPLY: E-mail a cover letter of interest and resume to jr@rogerslowell.com. Qualified candidates only will be contacted for consideration.

Visit Rogers

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