



## **Connecticut Convention Center Employment Opportunities**

### National Sales Manager:

This position is responsible for booking multi-day national association business at the Connecticut Convention Center that will utilize three or more hotels with between 500 to 800 peak room nights. We are seeking an individual capable of meeting and exceeding sales revenue goals by developing new accounts nationally as well as growing current convention center accounts. The ideal candidate must have previously sold to the national association market segment either at a convention center, convention and visitors bureau or a convention hotel. Solid knowledge in planning, sales production, revenue management and account management is required. Prospective candidates must have experience in targeting and converting high revenue accounts to ensure a successful direct sales program.

### Responsibilities include but not limited to:

- Create and execute action plans for the national association market segment.
- Perform weekly sales calls.
- Participate in client familiarization trips.
- Conduct site inspections for existing or prospective clients, decision makers and end users.
- Attend trade shows, conventions and promotional events.
- Compile and input market intelligence information into DELPHI.
- Achieve individual quarterly and annual sales goals.

### Ideal Candidate should possess the following:

- Minimum of 3 to 5 years of national association sales experience in the conventions/hospitality industry.
- Excellent verbal and written communication skills.
- Superior negotiation skills.
- Effective time management and prioritization abilities.
- Proficiency in Word and Excel.
- Prior experience working in DELPHI preferred.

The Connecticut Convention Center is accepting applications and or resumes for future employment opportunities in the following positions:

- On-Call Banquet Server
- On-Call Environmental Services House Person
- On-Call Steward
- On-Call Events Staff
- On-Call Security Officer
- On-Call Ticket Seller/Ticket Taker

Please direct external candidates to complete an application or submit a resume via the convention center website: [www.ctconventions.com](http://www.ctconventions.com)

Equal Opportunity Employer

M/F/D/V