

Sales Director, multi-sites

Antonopoulos Group

Are you a dynamic leader, go-getter, able to energize your team and lead it to success? As a multi-site sales manager, your leadership and expertise will benefit your team to meet and exceed their sales targets for each of the group's hotels.

Who are we?

The **Antonopoulos Group** is a dynamic hotel management group that operates an impressive array of boutique hotels including the Hotel Place d'Armes, the Hotel Nelligan, the Hotel William Gray, the Auberge du Vieux-Port and Le Petit Hotel. It also has 9 restaurants, 5 terraces and 2 spas, all located in Old Montreal. Each establishment has a distinct personality, based on an unparalleled level of personalized service, quality and design, in order to make each guest's stay unique and memorable.

Key features of the job

- Lead and support the sales team, align with priorities and roll out action plans.
 - o Develop from the guidelines established by management, the quarterly and annual business development plan to set goals;
 - o Establish sales goals for each team member based on business objectives;
 - o Provide the necessary tools for the team to capitalize on all relevant opportunities;
 - o Follow up on each account so that all relevant aspects of the solicitation and closing of sales are completed and documented;
 - o Development of account strategies to optimize sales results;

- Ensure the development of team skills and ensure a good succession
 - o Provide training and individual coaching for team members;
 - o Leverage your day-to-day networking and engagement in your community to attract the best candidates to your team;
 - o Recruit, train, develop and support new members of the team;

- Work closely with the Vice President of Sales and Upper Management on strategies and tactics for business development.
 - o Participate in the development of the annual marketing plan for its specific markets;
 - o Establish and support sales strategies and tactics for new and existing markets;
 - o Set up the best possible practices in collaboration with the team;
 - o Develop the client prospecting strategy in its specific markets for all establishments;

Do you have what it takes?

- 5 to 8 years of experience in hotel industry;
- 3 to 5 years of relevant experience in team management, ideally for sales;
- Excellent knowledge of group markets;
- Good analysis skills, effective problem solving and informed decision-making skills as well;
- Assumed rigor and good organizational capabilities
- Be available to travel for business 4 to 6 times a year;
- Exceptional communication skills (verbal and written)
- Perfectly bilingual both spoken and written;
- Microsoft office suite and hotel IT systems are easy to use for you;

Please send your application to:

Le Groupe Antonopoulos

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Email: careers@experienceoldmontreal.com

The Antonopoulos Group has over 1,200 employees in its hotels, restaurants, bars and spas; Auberge du Vieux-Port, Taverne Gaspar, Terrasse sur l'Auberge, Lofts du Vieux-Port, Hotel Nelligan, Verses Bistro, Brasserie Méchant Bœuf, Terrasse Nelligan, Place d'Armes Hotel, Kyo Japanese Bar, Brasserie 701, Rainspa, Terrasse Place d'Armes, Le Petit Hotel, Bevo Bar + Pizzeria, Modavie restaurant Wine Bar, Vieux-Port Steakhouse, William Gray Hotel, Maggie Oakes, Terrasse William Gray, Le Perché et terrasse and Spa William Gray.

For more information please visit www.experienceoldmontreal.com