

Marcus Hotels and Resorts is hiring for a full time Group Sales Manager to represent the Hilton Madison Monona Terrace and the Sheraton Madison.

This position executes group sales contracts for moderately-sized and moderately-complex events characteristically limited up to 100-200 cumulative room nights. Room blocks will be at Hilton Madison or the Sheraton. Aggressive prospecting for new business and maintains relationships with existing accounts will be a critical component. Accounts are assigned using the Federal Government SIC code system. Maximizes revenues and controls expenses through effective negotiation of contracts to create a win-win situation for both hotels. Responsible for successful execution of contracts and developing customer satisfaction to ensure clients and customers remain loyal and book future business with The Hilton Madison Monona Terrace and the Sheraton Madison as well as other Marcus Hotels and Resorts.

## JOB OVERVIEW

Past experience along with proven skills and abilities are the key to the ideal candidate's success in applying for this role. Other qualifications should include;

- \* Bachelor's degree or equivalent experience.
- \* 2 years of Sales Experience Required
- \* Negotiation skills.
- \* Business communication skills.
- \* Read, write, and speak English fluently.
- \* Understanding/knowledge of appropriate software packages.
- \* Present a professional appearance with a solid air of confidence.
- \* Ability to communicate effectively with public and other employees.
- \* Demonstrated ability to sell and upsell.

A candidates established history of job stability will be considered heavily in the hiring decision matrix. Please send a resume with salary requirements to :

Ranette Maurer  
Director of Sales  
Marcus Hotels and Resorts- Madison Market  
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