



MUIR promises a refined and distinctly Nova Scotian hospitality experience, inspired by the region's inherent natural grace, rich cultural history, unspoiled beauty and enduring character. **A Marriot International Brand**, Autograph Collection Hotels advocates for the original, championing the individuality of each of its over 180 independent hotels located in the most desirable destinations across more than 30 countries and territories. Each is a product of passion and a personal realization of its individual founder's vision, making each hotel singular and special: Exactly Like Nothing Else. MUIR is building a team of dedicated professionals to bring this unparalleled hospitality experience to the Halifax Waterfront. We are inviting interested candidates to apply for the position of **Sales Manager**.

Reporting to the Director of Sales, the **Sales Manager** will work collaboratively with key stakeholders to develop and implement the total sales effort of the MUIR. You create and maintain relationships with clients and partners, and are proactive in building sales strategies that assist in growing the reputation of MUIR as the forefront of both Nova Scotia's and Canada's luxury hotel scene.

To support the opening of the hotel, you will:

- Implement effective sales and marketing strategies and to maximize hotel sales and revenue
- Assists DOS and General Manager in the development of the hotel-level business plan, supporting the overall business and sales strategies of the company
- Develop relationships with key clients in order to produce transient/corporate and group business
- Acknowledge and monitor the competition's sales and marketing strategies and collect market and competitive intelligence to assist in developing strategic plan

Key Responsibilities include:

- Taking ownership for full account management of hotel's top volume transient and corporate accounts, including maintaining a data base of quantitative as well as qualitative information about the accounts
- Building working relationships with other hotel market counterparts such as GSO Sellers and Discover Halifax partners
- Cooperating and communicating with other departments in arranging site visits, special events and provide information of interest regarding all clients
- Achieving personal sales activities, definite room night production quotas, sales activity objectives, and revenue targets
- Developing quarterly action plans that addresses sales priorities and quotas

You Will Bring:

- 3 years of hotel experience targeting Business and/or Leisure Transient clients, preferably with a luxury brand perspective
- Excellent prospecting and negotiation skills, with a proven ability to develop and maintain long lasting relationships

- Robust budgetary knowledge
- Ideally, you will hold a bachelor's degree or diploma in Business, Sales, Marketing, Hotel Management or a relevant field
- Proficiency in use of the Marriott CI/TY sales software is considered an asset.

We Provide:

- Competitive compensation package which includes an annual Incentive Bonus
- Extended Health and Dental benefits
- Group Life Insurance
- RRSP program
- Continued learning opportunities
- Company phone

You will be introducing the local market to an entirely new luxury experience. In this role you will be challenged by high performance expectations, and you will have the opportunity to establish MUIR within the international hotel industry, while working with a team of dedicated, talented professionals. You will be rewarded every day by the respect of your peers, achievements of your team and satisfaction of MUIR's clients and guests.

If you are looking for an opportunity to showcase your talents and be part of something truly exceptional, please submit your cover letter and resume in confidence. We ask that you include your anticipated compensation in your cover letter.