



Director of Sales – Delta Dartmouth

For over 40 years, The Armour Group Limited has been recognized as a leading real estate development company in Atlantic Canada. The Armour Group is proud of its history in the hospitality segment and planned future growth make these particularly exciting times.

The position of Director of Sales is available at our new hotel in Dartmouth, Nova Scotia. The property is a completely renovated, full service hotel with 174 guestrooms, significant meeting and conference space, a signature bar and restaurant, state of the art fitness centre, pool with a waterslide, sauna / splash pad. The hotel aims to be the best in class and be a destination for travelers looking for comfort, modern amenities and an ethos of exceptional guest service. The hotel has recently been recognized as Classic Premium Hotel of the Year by Marriott.

Reporting to the General Manager, the Director of Sales will provide leadership for all aspects of the sales process. The role will have the following duties and responsibilities but will not be limited to them:

- Participating in the executive management team of the hotel;
- Providing leadership for all aspects of the sales process;
- Supplying market intelligence for budgeting purposes;
- Directing the design and implementation of the annual sales business plan;
- Managing, training and mentoring all members of the sales and events team;
- Interfacing with the corporate office team on marketing initiatives for the Property;
- Interfacing with the Hotel's Revenue Manager to ensure that maximum Property yields are obtained;
- Driving sales productivity by setting specific and measurable goals;

Delta Hotels by Marriott Dartmouth
240 Brownlow Ave
Dartmouth, N.S. B3B 1X6
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Marriott.com/YHZDM

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- Developing monthly KPI reporting;
- Accountable for key accounts;
- Other similar duties and tasks as would be expected from this senior role

Preference will be given to candidates who have a proven history of active participation in the sales process. The Director of Sales will be accountable for key accounts, prospecting and developing new clients, collecting and utilizing market intelligence to build strategy and look for opportunities to showcase the property through site visits.

The successful candidate is a motivated, high performing team player with leadership skills that inspire. He/she must be highly organized, possess excellent verbal and written communication skills and are able to work in a fast-paced environment. Proficiency with Microsoft applications is required; experience with Opera Sales & Catering would be considered an asset.

The Armour Group values are shaped by responsible leadership, collaboration, integrity and accountability. Our employees are integral to our success and, because of this, we greatly value our team and recognize their contributions and importance. We encourage you to apply to a position with The Armour Group if you recognize similar values in yourself.

Resumes and cover letters will be accepted in confidence at humanresources@armourgroup.com until August 31st, 2018. Please indicate anticipated salary in your cover letter. We appreciate the interest of all individuals who apply, however, only those selected for an interview will be contacted.

The Armour Group Limited is an equal opportunity employer

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