

January 15, 2020

Job Description: Sales Ninja – aka Bench Sales Manager

Our mission at Lodging Dynamics is to elevate human dignity, peer respect, and self-esteem by providing exceptional, responsible and measured care, services and opportunities for our key stakeholders. Simply said, we “Make Money and Do Good” at Lodging Dynamics Hospitality Group and it isn’t just something we say, we live it!

Job Description: Sales Ninja

An empty seat in a hotel potentially means lost revenue. The Sales Ninja position eliminates that risk with their expertise and immediate proactive sales efforts. Depending on the need, the Sales Ninja is available for time frames of one week and beyond. He/she is ready to book business for the hotel and lead the team to great success!

This position is a temporary solution to help hotels fill open sales positions in a quick, effective manner until a permanent person is found. The Sales Ninja will leap into action when turnover happens, a promotion takes place or even when things such as maternity/medical leaves arise at a hotel.

Key areas of responsibility include, but are not limited to the following:

* On property proactive direct sales face-to-face appointments and prospecting calls
* Conduct and organize onsite promotional receptions and “Needs based” site inspections
* Create and lead sales blitzes
* Support activation of national accounts
* Developing quarterly sales action plans
* Uncover leads and opportunities to support the sales funnel

Key components of this position include:

* Position is an on-call, hourly position. There is no guarantee of hours.
* Location of work will vary per project need. Most work will take place at one of the hotels.
* Length of each project will vary and will be reviewed weekly to determine future schedule.
* While on an assignment, a typical work day will be 8 hours.
* Ability to coordinate overnight travel arrangements (including rental car and/or airline) that fit time and budget needs.

Few hotels can afford a void in top-line face to face activity as it can quickly threaten the revenue stream and profitability of the operation. The Sales Ninja is a key solution to stopping this void by. Is this for you? If so, let’s talk more about this new position and how it may be the right fit for what you are looking for.

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