

Doris Myers

Hotel Sales Manager

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Innovative hotel sales manager with seven years of experience at Marriott and Hilton. Expert in group sales, corporate accounts, and event revenue generation. Increased group booking revenue by 25% and grew corporate account portfolio by 15%.

Professional Experience

Hotel Sales Manager, Marriott International, Chicago, IL
May 2018 – Present

- Manage group and corporate accounts, increasing group booking revenue by 25% YOY.
- Expanded corporate account portfolio by 15%, adding 10 new accounts worth \$500K annual revenue.
- Coordinate with operations and catering teams to maximize event profitability, leading to a 10% increase in food & beverage revenue.

Sales Coordinator, Hilton Hotels & Resorts, Los Angeles, CA
June 2015 – April 2018

- Assisted in targeting key corporate accounts, contributing to a 12% increase in midweek room occupancy.
- Prepared sales proposals and RFP responses, resulting in a 20% win rate on new business pitches.
- Maintained CRM database accuracy, generating weekly reports that informed strategic outreach.

Education

University of Nevada, Las Vegas, NV
Bachelor of Science in Hospitality Management
May 2015

Key Skills

- Group & corporate sales strategy
- Client relationship management
- Event revenue optimization
- Market rate negotiations

Certifications

Certified Hospitality Sales Professional (CHSP), American Hotel & Lodging Educational Institute (AHLEI), April 2017