

POSITION OVERVIEW

CONFERENCEDIRECT VICE PRESIDENT (WASHINGTON, D.C.)



ABOUT THE ORGANIZATION

Founded in 1998, ConferenceDirect, LLC has become the fastest growing full service meeting planning company with over 225 Sales Associates representing \$344 Million in revenue. ConferenceDirect, LLC provides the following core meeting planning services: site selection, contract negotiations, registration & housing and conference management services to both Association and Corporate customers.

For more information on ConferenceDirect, LLC please visit their website at www.conferencedirect.com.

POSITION OVERVIEW

Greater Washington D.C. area based executive wanted to develop business, while mentoring and recruiting an awesome team within the region to represent the brand of this leading provider to the meetings industry. An ideal background of experience will include hotel sales (national/global sales office), and/or CVB sales experience. A strong base of contacts within all areas of the hotel business is very advantageous. Excellent communication skills, ability to negotiate, and lead by example are the core traits for success.

This is a full commission/performance based position seeking an aggressive sales leader to impact a large thriving market in the Greater Washington D.C. area.

RESPONSIBILITIES (INCLUDE, BUT ARE NOT LIMITED TO THE FOLLOWING)

- Provide leadership to key geographic area for ConferenceDirect
- Primary focus would be acquisition of new accounts
- Additional responsibilities would include the recruitment of personnel in the D.C area and surrounding states of Virginia and Maryland along with their training development and retention to ConferenceDirect

- Periodic customer events and area meetings with ConferenceDirect personnel would also be included in the responsibilities
- This position requires frequent contact with sales associates, customers and hotels and convention bureaus

QUALIFICATIONS

- Bachelor degree (preferred) in Business, Marketing or Hotel Management and 10 years equivalent work experience
- Must have excellent customer relationships and leadership skills for area ConferenceDirect Associates
- Someone familiar with customers and has worked the Washington D.C./Virginia market is a requirement
- Good technology skills needed
- Candidate needs to be highly self motivated to succeed in the entrepreneurial ConferenceDirect work environment
- Hotel Sales, National Sales or Convention Bureau background/experience.

KEY PRIORITIES

- Develop new business
- Recruit to build the market in this geographic area
- Assist in communication to associates of company objectives
- Mentor, train and lead through example and work ethic

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or requirements.

*If you are interested in this position please respond via e-mail with cover letter, resume, and compensation information to Mark Gnatovic, Vice President, SearchWide™
gmatovic@searchwide.com or call 817-283-0530*

For more information on this and other opportunities with SearchWide please visit our website at www.searchwide.com