

Business Travel Sales Manager

Job Location
Washington, DC

Description

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A luxury, full-service hotel in the heart of Washington, D.C. is seeking a Business Travel Sales Manager to help grow the transient market segment. The position is responsible for driving transient revenue across corporate negotiated, consortia/leisure, and FIT segments through strategic account planning, key account management, and representing the hotel at tradeshow and client events. This role is hybrid and offers a generous compensation package, including quarterly bonus potential.

Key Responsibilities:

- Drive transient revenue growth across corporate negotiated, consortia/leisure, and FIT business segments.
- Identify and capture new share-shift accounts from the local competitive set.
- Develop new diplomatic and embassy business strategies to expand the hotel's corporate portfolio.
- Plan and execute key account strategies through proactive outreach, relationship-building, and targeted account management.
- Represent the hotel at tradeshow, client events, and sales missions to generate new business opportunities.
- Collaborate with the Director of Sales and property leadership to deliver on budgeted revenue goals.
- Ensure compliance with all brand, safety, and operational standards.

Qualifications:

- Minimum of 3+ years of transient or business travel sales experience in a luxury or upscale full-service hotel.
- Previous Business Travel Sales Manager or similar role in a competitive urban market preferred.
- Strong track record of driving corporate negotiated and consortia business.
- Demonstrated ability to build and maintain key client relationships across corporate and diplomatic segments.
- Exceptional communication, presentation, and interpersonal skills.
- Experience in the Washington, D.C. market strongly preferred.

Key Competencies:

- Results-driven seller with a strong focus on revenue and account growth.
- Strategic thinker with the ability to identify and pursue new business opportunities.
- Ability to build and maintain strong client relationships at all levels.
- Strong professional presence suitable for representing a luxury hotel.
- Adaptability in a fast-paced, competitive urban market.