



Director of Sales

Mission Point Resort, located on beautiful Mackinac Island, is an award-winning, family-owned vacation destination in northern Michigan. Open seasonally from late April through October, Mission Point serves hundreds of thousands of guests each year in our hotel, restaurants and banquet events.

THE POSITION

Mission Point Resort is currently seeking dynamic candidates to fill the role of **Director of Sales**. This is a full time/year-round position, allowing the incumbent to work remotely, offering competitive pay, benefits, and numerous other perks. The ideal applicant will have three or more years of experience as a senior leader in hospitality sales, possess an upbeat hands-on approach to leadership, and have a track record of driving sales and maximizing revenue.

The Director of Sales would be responsible for working with other company stakeholders (Marketing, Revenue, Conference Services/Banquets) to develop and implement strategic sales plans and identify areas of opportunity in the marketplace, while providing dynamic leadership to the Sales team to deliver exceptional service to Mission Point clients and drive financial profitability. This position would report directly to the Vice President of Sales & Marketing.

REQUIRED SKILLS & EXPERIENCE

- A four-year college degree (preferably in hospitality) preferred and a minimum of five years of experience in hospitality sales (with at least three of those years in a senior leadership position), however any combination of education and training within hotel/hospitality sales may also be considered.
- Outstanding communication skills, both written and oral
- Knowledge of hospitality sales markets and how to drive sales in those markets.
- Ability to work remotely and lead a team working remotely
- Strong experience in hotel and sales software products (Delphi experience preferred)
- Ability to multi-task within specific time constraints and to cope with frequent changing priorities and deadlines with high degree of optimism, professionalism, and collaboration
- Must be able to prioritize departmental functions to meet due dates and deadlines
- Ability to read, analyze, and interpret business, sales and financial information/data
- Ability to write effective reports and business correspondence
- Able to work a flexible schedule, including weekends and holidays as needed

If you are looking for a culture where you make a difference and truly are part of a successful team, then Mission Point Resort is the place for you. We strive to grow our team with people who share our passion and energy for creating the best experience for our guests and our staff! We offer competitive wages, paid time off, housing (available), and benefits including medical, dental, vision, and life insurance.