

Please apply on-line by clicking the link below:

<http://ch.tbe.taleo.net/CH02/ats/careers/requisition.jsp?org=JDVHOSPITALITY&cws=43&rid=6989>

The Avatar Hotel is looking for a **driven, enthusiastic, and sales focused** person to join our Sales team! This person will be primarily responsible for room sales within the SMERF market while also selling and detailing out all property events. We are looking for a sales person that can take a hands-on approach and has a good understanding of hotel operations. This person will be the primary MOD to oversee and assist in special events on "game days".

Are you ready for a fantastic opportunity that will help you do what you love (working with people) while impacting the bottom line? Are excited about the new stadium and all the business the events will bring to Santa Clara? Then keep reading!

What can we tell you about the property?

The Avatar Hotel, located near Great America Theme Park and the new Levi's Stadium, has 168 guest rooms that offer modern furnishings that are suitable for both the road warrior and the leisure traveler. The Avatar has been called one of the most "geek chic" hotels in the world and the hotel's outdoor heated swimming pool and Jacuzzi round out the hotel's fun vibe.

Who is COMMUNE HOTELS + RESORTS?

We are an international hotel management company with a leading portfolio of transformative, boldly innovative boutique hotel and resort brands. We create the kind of distinct experiences that can transform your day, your trip, or even your life.

Take a look at what we've created so far:

- Joie de Vivre—our hip collection of hotels that focus on the quirky and the local.
- Thompson Hotels—urban and sophisticated properties that appeal to the modern nomad.
- Tommie—a design-centric, value-conscious line of hotels in gateway cities internationally.

At Commune, we are passionate about our culture and proud to hire high performing individuals that are aligned with our purpose – *Creating Transformative Experiences that Inspire the Human Spirit.*

To succeed in this role you are an individual who:

- Is self-motivated and goal-driven with a hands-on approach
- Accomplishes work strategically and creatively to meet both hotel and guest needs
- Is authentic and approachable and can connect with a diverse group people, internally and externally
- Enjoys a fast paced work environment and can respond quickly and smartly
- A person who is able to blend an authentic, unique, and personalized service with a professional approach.
- Has existing hotel sales experience and knowledge and is ready to grow that even further

What you will be responsible for:

- Developing and implementing successful marketing and sales solicitation activities to secure business for assigned markets.
- Maintain existing business clientele relationships, ensuring maximum profitability for the hotel and quality service for our guests.
- This position will primarily sell the SMERFE market and social groups

- Sell and detail out all property events—corporate meetings, social events, and game days events.

With this job, you will have the opportunity to make a difference in the lives of our guests, employees, investors and communities. We are looking for someone that understands what it means to live the Spirit of Commune and believes in our culture as much as we do. Here are some essential job qualifications:

Essential:

- Ability to satisfactorily communicate in English (speak, read, write) with guests, co-workers and management to their understanding.
- Ability to perform assigned duties with attention to detail, speed, accuracy, follow-through, courtesy, cooperativeness and work with a minimum of supervision.
- Ability to accurately compute and manipulate mathematical calculations.
- High school graduate, some college.
- Previous sales experience.
- Punctuality and regular and reliable attendance.
- Interpersonal skills and the ability to work well with co-workers and the public.

Desirable:

- One to two years previous hotel sales and/or event experience.
- Computer knowledge in Windows environment and previous experience with automated property management system.
- College degree.
- Ability to communicate in a second language.
- Knowledge of travel industry, current market trends and economic factors.
- Basic skill in development and delivery of sales presentations.
- Ability to deal with internal and external customers and staff, collect accurate information and to resolve conflicts.

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