



**Sales & Marketing  
Leadership  
With a Difference!**

Hospitality  
Sales & Marketing  
Professional

Email: sales@  
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## **Innovative Hospitality Sales & Marketing Professional**

Results driven professional. Effective at maximizing resources in the hospitality industry to increase revenue, and market share in full service and select service brands. Visionary sales & marketing leader with a 20 year proven track record in building new business, securing customer loyalty, and forging strong relationships with internal and external business partners to support corporate strategic objectives.

### **KEY STRENGTHS AND COMPETENCIES:**

New Brand Launch-Staybridge Suites	Strategic Market Positioning
Territory Growth & Development	Solution Selling Strategies
Yield Management Optimization	Organizational Leadership
Development of Sales Mgmt Systems	Staff Development Programs

### **EXPERTISE AND EXPERIENCE**

- Park Management Group – Corporate Director of Sales & Marketing for the Jameson Inn Brand.
- Intercontinental Hotels Group - Senior Regional Director of Sales & Marketing – Staybridge Suites Brand.
- Summerfield Suites Hotel Corporation – Director of Sales
- Marriott International – Director of Sales and Food & Beverage Management for Full Service and Select Service Hotels.

### **TARGET MARKET CHARACTERISTICS**

- Geographic Location: Atlanta Metro Area – Willing to Travel Extensively
- Types of Hospitality Companies: Large & Mid-Sized Hotel Corporations, Hotel Management Companies, Restaurant Management Companies
- Desired Job Titles: Vice President Sales & Marketing, Regional Director of Sales & Marketing, Director of Sales & Marketing, Regional Director.
- Organizational Culture: Leaders should; 1) drive customer focus, innovation, profitable growth and stakeholder value, 2) encourage risk-taking, accountability, integrity and trust.

### **TARGET COMPANIES**

Marriott International	Intercontinental Hotels Group
Hilton Corporation	Starwood Hotels & Resorts
Choice Hotels International	Hyatt Hotels Corporation
Noble Investment Group	White Lodging Services
Interstate Hotels & Resorts	Aimbridge Hospitality
Twelve Hotels & Residences	NYLO Hotels
Driftwood Hospitality	Hotel Equities
Concord Hospitality Enterprises	Kimpton Hotels & Restaurants
Sage Hospitality Resources	Tecton Hospitality