

Srimayi Ings

Hotel Sales Manager

Details

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Profile

Hotel Sales Manager with over 5 years of experience in the hospitality industry. I have a proven track record of increasing hotel sales and improving guest satisfaction. I am an expert at developing relationships with clients, negotiating contracts, and managing events. I am also skilled in using various sales techniques to close deals. My goal is to continue my career as a Hotel Sales Manager and help hotels reach their full potential by providing excellent customer service and generating new business opportunities

Employment History

Hotel Sales Manager at The Ritz-Carlton, PA

Apr 2022 - Present

- Negotiated a 15% increase in room rates for the hotel with XYZ Corporation, resulting in an additional \$100,000 in revenue over the course of one year.
- Actively participated in sales calls and meetings with potential clients, leading to four new corporate contracts that generated a total of \$250,000 in new business for the hotel.
- Successfully closed on two large group bookings totaling 500 rooms nights and generating \$40,000 in revenue for the hotel.
- Generated \$400k in wedding revenues last season by successfully executing 4 weddings averaging 100 guests each - Created system which resulted in no lost or misplaced guest belongings complaints saving company time and money.
- Won "Best Sales Manager" award at annual company conference 3 years consecutively.

Assistant Hotel Sales Manager at Four Seasons, PA

Sep 2017 - Mar 2022

- Negotiated and booked group business totaling \$2.5 million in revenue.
 - Wrote proposals, contracts and correspondence to secure new business opportunities.
 - Developed strong relationships with clients resulting in repeat business.
 - Monitored hotel sales activities to ensure targets were met or exceeded.
 - Generated weekly reports detailing sales activity and forecast future bookings.
 - Conducted site inspections for potential new clients.
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Education

Bachelor of Science in Hospitality Management at Drexel University, PA

Aug 2012 - May 2017

I have learned how to manage a hotel, how to cook, and how to deal with difficult customers.