

# JOHNATHAN MCTIGUE

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Energetic and ambitious highly motivated Sales Manager with 8 years of sales management experience. Highly skilled in managing sales teams , optimizing leads , and ensuring smooth hospitality operations. Proven ability to lead and motivate teams, resulting in superior service delivery and customer satisfaction.

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Sunrise, FL 33322

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## Work Experience

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### **The Hilton Marina – Group Sales Manager**

03/2022 to Present, Fort Lauderdale, FL

- Develop and generate business through direct sales, outside sales calls, and tours of the hotel.
- Organized a team of sales agents for group sales for the PDR in Hilton's new restaurant Olive & Sea , such as corporate events and large party groups.
- Solicit new and maintain existing corporate transient accounts.
- Entertain and maintain close relations with major accounts, HGVC key account directors and work actively side by side with the Hilton Sales Team
- Responsible to develop and promote to wholesale market, mainly to The Fort Lauderdale/Miami markets Creating attractive shopping package, attending tradeshow, working together closely with vendors.

### **Benjamin Restore – Sales Director**

01/2020 to 09/Present, Garden City, NY

- Develop Sales objectives for the company and onboarding of commercial clients
- Building and Maintaining client relationships
- Ensuring each clients expectations are always exceeded
- Organize professional networking events and client appreciation activities
- Acts as a liaison between the clients and project managers
- Generated over 16 new vendors since 2020

## **BMW of Brooklyn – Assistant Fleet Manager**

08/2015 to 10/2018, Brooklyn, NY

- Customer service: Exceptional customer service skills, including the ability to listen to customer
- Proven ability to close sales and secure customer commitments to purchase a vehicle.
- In charge of bringing in new relationships with leasing companies locally and out of state
- #2 BMW sales team East Coast
- 27 Leasing Companies brought into fold from my arrival to the company.
- Won the M Award for 3 quarters
- Set the Record for cars sold in the leasing program months (Nov-Jan)

## **Education**

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### **CUNY Brooklyn College**

06/2008 to 10/2010

### **Xaverian High School – Regents Diploma**

08/2001 to 06/2005

## **Languages : English and Italian**

### **Excel Security School – Class D & G License**

02/2022 to 08/2022