



Director of Sales

Major Marine Tours & Harbor 360 Hotel is searching for a Director of Sales to join our team.

About Us:

We are a family owned and operated tourism company that is committed to delivering an authentic Alaskan experience to our visitors. We operate wildlife and glacier cruises in both Seward and Whittier along with a year-round premier waterfront hotel in Seward. Our Five Guiding Principles are the foundation of our company: Safety, Quality, Teamwork, Environmental Responsibility, and Profitability.

Position Overview:

As our Director of Sales, you will play a key role in our growth by developing and implementing a strategic sales plan that maximizes profitability while deepening client relationships. You will professionally represent Major Marine Tours and Harbor 360 Hotel and be the face of our company in the local tourism industry and at national and international conferences and travel trade shows. You will join a fun, hard-working, high performance team with a go-getter mentality. You need to have high energy, a positive attitude, and the ability to work well both independently and as part of a team.

Responsibilities:

- Work closely with the Vice President of Sales & Marketing and the Director of Marketing & Consumer Sales to develop and implement sales strategies.
- Research and identify potential clients and perform sales calls to attract new business.
- Maintain a strong relationship with current key clients.
- Prepare and deliver sales presentations which effectively address clients' needs and follow up to provide additional information.
- Develop techniques to effectively monitor sales performance.
- Become proficient with and utilize available resources including reservation systems, databases, and rate programs.
- Participate in local tourism events that benefit the company, including trade shows, consumer shows, and networking events.
- Represent the company at national and international conferences and travel trade shows (approximately 6 shows per year).
- Work closely with local Destination Marketing Organizations to identify opportunities for collaboration and promote the Alaska tourism industry.
- Conduct weekly sales meeting with team managers.

Qualifications:

- Bachelor's Degree preferred. 3-5 years of experience as sales manager/director in the hospitality or tourism industry.
- Professional and persuasive speaking and writing skills for effective communication with team members and outside clients.
- Ability to read, write, comprehend, and carry out complex instructions, correspondence, and memos.
- Ability to meet deadlines and effectively manage multiple priorities in a demanding work environment.
- Ability to work well both independently with little supervision and as part of a team.
- Ability to be flexible in your schedule for participation in evening and weekend events as well as some local, national, and international travel.