



Manager, Meeting & Convention Sales Canada & International, Corporate

Tourism Vancouver's vision is to be the global leader in destination sales, marketing and visitor experiences. Tourism Vancouver's team is committed to delivering the best combination of customer sales, service and destination value anywhere in the world.

We are powered by people and are seeking a ***Manager, Meeting and Convention Sales, Canada & International, Corporate*** to join the award-winning Meetings and Conventions team.

The Manager, Meeting & Convention Sales, Canada & International, Corporate is responsible for attracting corporate, incentive and convention meeting business to Vancouver. A thorough knowledge of the Canadian and International Corporate meeting, incentive and convention markets, specifically Canada and Mexico and, to some degree, UK, Europe.

This market includes all traditional corporate meeting and convention business as well group incentive programs.

The mandate is to generate high revenue, qualified leads and convert them to definite business for the benefit of Tourism Vancouver member organizations and for the overall economic benefit of the Metro Vancouver area and surrounding region.

The Manager will work directly with and report to the Director of Sales, Meeting & Conventions, Canada and International and will be responsible for the planning and implementation as it relates to the Canadian and International corporate market for the Business and Market Development Plan. This is to be achieved by implementing specific market driven sales strategies and activities. It includes delivery of the highest possible standards of sales and service. Essential to its success is effective communication with colleagues, clients, members and partners (local, Canadian and International).

This position will be based in the Tourism Vancouver office located in downtown Vancouver. Business travel to Eastern Canada, Mexico and other international destinations is a requirement of the position. Working hours will vary due to the nature of the tourism industry. Working schedules will be affected by site inspections, familiarization groups, travel and time zones.

If you have minimum of 5 years of experience in a similar role and are a dynamic and enthusiastic leader, focused on building relationships, sales results and possess the commitment and drive to make a significant contribution to the Metro Vancouver tourism industry, we invite you to apply for this position. Please send your resume and cover letter to careers@tourismvancouver.com