

# NATIONAL CONVENTION SALES MANAGER

## EXPLORE ST. LOUIS

### AMERICA'S CENTER COMPLEX (St. Louis, MO)

Explore St. Louis is the sales and marketing organization responsible for selling and promoting St. Louis as a convention, meeting site, and leisure travel destination. Explore St. Louis manages and operates the America's Center Complex which includes the Cervantes Convention Center, the Dome at America's Center, the Ferrara Theatre, and the St. Louis Executive Conference Center.

Explore St. Louis is seeking an energetic, highly motivated and goal driven self-starter with proven sales success to join our team as a National Convention Sales Manager. This position is responsible for aggressively researching and qualifying potential customers that bring city-wide and convention business to the America's Center complex and hotels in St. Louis MO. This position may be based remotely. The assigned sales market territory will be based on experience. Travel is required. The National Convention Sales Manager will actively work to contact potential customers through sales leads, prospecting calls/emails, site visits, trade events, sales trips and appointments. This position will establish a client base from organizations, associations, and corporate businesses for the purpose of securing business for St. Louis to ensure the predetermined sales expectations are met or exceeded.

Our ideal candidate will have a Bachelor's Degree, or 5 – 7 years' related experience. A demonstrated track record of success in sales is critical. Basic proficiency in MS Excel, Word and utilization of a CRM system (SimpleView) is required. Knowledge of the St. Louis area, hospitality industry, and convention / tourism business is preferred. Effective decision-making plus excellent presentation & communication skills are essential.

Apply on our URL at <https://explorestlouis.com/job-opportunities-internships/> or email a resume and cover letter to [jobs@explorestlouis.com](mailto:jobs@explorestlouis.com) . Please include your cover letter and resume when applying online. NO PHONE CALLS! EOE.

**Explore St. Louis has a mandated COVID-19 vaccination policy for all employees. Pre-employment testing includes drug screening and a criminal background check. Applicants must be United States citizens or legal residents of the United States.**

***Diversity, Equity & Inclusion Statement: Explore St. Louis values diversity and we are committed to creating an inclusive environment for all employees. All employment decisions are based on business needs, job requirements and individual qualifications, without regard to race, color, religion, sex, pregnancy, age, national origin, physical or mental disability, past or present military service, marital status, gender identification or expression, medical condition or any other protected characteristic as established by law.***