

SALES POSITIONS

Are you a highly successful destination sales professional looking to contribute to a dynamic and growing team in the Top 25 market with a top-tier convention center, 67,000 seat stadium, and 41,000+ hotel rooms all within a short distance of the city center? Our St. Louis destination is rich in history, sports, art, culinary vibrancy, leading edge technology and iconic sights. If you're ready to elevate your Sales career, these roles could be the opportunity you're looking for.

DIRECTOR OF NATIONAL ACCOUNTS (ASSOCIATION)

Explore St. Louis is seeking an energetic, highly motivated and goal driven self-starter with proven sales success to join our team as a Director of National Accounts, specializing in the Association market. 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 in the *St. Louis, Chicago, or Washington DC* areas. Travel is required. The Director of National Accounts will actively work to contact potential customers through sales leads, prospecting calls/emails, site visits, trade events, sales trips and appointments. In this role, you will establish a client base from associations for the purpose of security business for St. Louis to ensure that predetermined sales expectations are met and exceeded. Our sales team is supported by an in-house team of marketing, event & convention service professionals and leadership keen on driving and maximizing the greatest economic impact on the St. Louis region.

A demonstrated track record of success in sales is critical. Basic proficiency of MS Excel, Word, and utilization of a CRM system is required. Experience with Simpleview and Momentus Elite software is highly desirable. Knowledge of the St. Louis area, hospitality industry an convention + tourism business is preferred. Effective decision-making plus excellent presentation and communication skills are essential.

Our ideal candidate for this position will have a minimum of 5 years' experience selling to large group accounts in the convention, hospitality or related industries. A Bachelors Degree or relevant certifications is beneficial but not required.

SALES MANAGER (SHORT TERM EVENTS)

Explore St. Louis is seeking a highly proactive and results-driven Sales Manager to secure meetings, consumer shows, concerts, and various short-term events at the America's Center convention complex (within a 12-month booking window). This role is responsible for generating new business, prospecting strategically, and closing sales quickly to maximize occupancy and revenue from high-impact, high-value events. Key responsibilities of this position include the following:

- Proactively prospect and identify qualified leads for short-term booking opportunities.
- Convert leads to confirmed bookings with priority and efficiency.
- build and maintain key business relationships with meeting planners, show organizers, promoters and producers.
- conduct site visits, prepare proposals, negotiate contracts, and manage client communication efforts throughout the sales cycle.

- Collaborate with internal teams including event services, marketing, and operations to ensure a seamless client experience.
- Stay informed and updated on industry trends, local market conditions, and competitive activity.
- Prioritize and pursue the most profitable business opportunities based on market potential and optimal fit for the facility.
- Maintain accurate records in the CRM software. Consistently report on sales activity, status of sales pipeline and results.

This role requires exceptional communication, presentation and negotiation skills to effectively engage with clients, maximize customer satisfaction, and drive business profitability. The ideal candidate will have a strong sales background with a minimum of 2 years' experience in a direct sales role within the meeting, event, or hospitality industry. Bachelor's degree is desirable. Proficiency with CRM systems and Microsoft Office is required. Join our team as a Sales Manager of Events where you can leverage your expertise in hospitality to create memorable experiences for our guests while driving business success.

SALES DIRECTOR (NATIONAL ACCOUNTS)

Explore St. Louis is seeking an energetic, highly motivated and goal driven self-starter with proven sales success to join our team as a Director of National Accounts. 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. Strong preference will be given to St. Louis area residents, but this position may be based remotely. Travel is required. The Director of National Accounts 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. The sales team is supported by an in-house team of marketing professionals, event and convention services, and leadership keen on having the greatest possible economic impact on the region.

A demonstrated track record of success in sales is critical. Proficiency in MS Excel, Word and utilization of a CRM system is required. Experience with Simpleview and Momentus Elite software is highly desirable. Knowledge of the St. Louis area, hospitality industry, and convention / tourism business is preferred. Effective decision-making plus excellent presentation & communication skills are essential.

Our ideal candidate will have 5 years' minimum experience in selling large group accounts in the convention, hospitality, or related industries. A Bachelor's Degree or relevant certifications are beneficial but not required. Compensation includes a competitive salary and incentive plan. A robust benefit package including medical, dental, vision, life and disability insurance as well as pension, paid holidays and PTO is included.

Additional Qualifications:

- Demonstrated success in closing new business and exceeding sales targets.
- Strong prospecting and networking skills with an ability to uncover and act independently on new business opportunities.
- Ability to analyze market data to inform strategic decisions and drive sales growth.

Skills and Attributes:

- Energetic, self-motivated and goal oriented
- comfortable working in a fast-paced environment with short sales cycles
- Passionate about events and delivering outstanding client experiences
- Familiarity with the St. Louis area and its event/hospitality landscape is beneficial

Compensation for these positions includes a competitive salary and incentive plan. A robust benefit package including medical, dental, vision, life and disability insurance as well as pension, paid holidays and PTO is included.

Apply on our Explore St. Louis Careers URL or email a resume and cover letter to **jobs@explorestlouis.com**. Please include your cover letter and resume when applying online. NO PHONE CALLS! EOE.

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.

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.