



REGIONAL ACCOUNT EXECUTIVE – D.C. MARKET

JOB POSTING

Visit Tampa Bay leads the effort of economic development through tourism. *Our vision is to Spark Global Passion for Visiting Tampa Bay. Our mission is to Create Vibrant Economic Growth by Selling and Promoting the Tampa Bay Destination.* Our organization represents more than 700 businesses throughout Tampa Bay and promotes the area as a choice destination for conventions and visitors.

Currently, we are looking for an **outgoing, self-motivated, and experienced professional** to join our sales team as a **Regional Account Executive** representing Tampa Bay in the Washington D.C. area. This person will be responsible for sales and marketing activities that promote the Tampa Bay area to meeting professionals and trade show managers as a destination for conventions, conferences, and trade shows. The position coordinates efforts between Tampa & D.C. to maximize business development opportunities.

Responsibilities

Research and generate convention center and individual hotel bookings

Coordinate and personally deliver bid presentations

Use empowerMINT.com and other industry databases/directories to prospect for new business

Organize promotional opportunities that foster awareness of Tampa Bay and Hillsborough County

Promote familiarization trips and site inspections

Create and adhere to a detailed budget and marketing plan for the market each year

Maintain well-informed working knowledge of all hotels, attractions, and services

Attend conferences, tradeshow, sales missions, and networking meetings to promote Tampa Bay

Maintain membership and participation in relevant trade organizations and industry meetings

Coordinate and participate in outside sales calls

Maintain accurate and up-to-date accounts in CRM

Facilitate a working relationship and ongoing communications with Tampa based staff

Education, Experience, and Qualifications

Two or four year degree from an accredited college, university, or hospitality institution preferred

Minimum of five to seven years of sales experience

Knowledge & experience of the tourism and hospitality industries

Have a personal, private, furnished home office located with a reasonable commute to D.C.

Presents excellent interpersonal skills and demonstrates an energetic personality

Self-motivated with ability to manage time effectively

Visit Tampa Bay Salary & Benefits

Competitive salary is commensurate with experience

Commissions of up to 15% of base salary paid quarterly upon achievement of goal

Additional Uncapped Commissions paid for goals achieved over 100%

Over 90% paid healthcare premiums

Company funded HSA

100% Paid life insurance with an optional buy-up

100% Paid short-term and long-term disability premiums

100% Paid Dental Insurance

100% Paid Vision Insurance

5% Company Matched 401(k) plan with full vesting after three years

Generous paid time off

10+ Holidays per year

Ongoing career training & development

***If you are qualified & interested in this position please send your resume to:
HR@VisitTampaBay.com***