



BEACH RESORT &
CONFERENCE CENTRE

Watermark Beach Resort is the premiere resort accommodation in the South Okanagan. Our high-performing executive team focuses on team building, exceptional customer service, and corporate success through leadership. Manager-level positions come with a high degree of responsibility and autonomy, which require experienced candidates with demonstrated strengths in communication, coordination, personnel management, and brand management. Work in beautiful Osoyoos, surrounded by award-winning wineries, stunning natural vistas, and endless opportunity for adventure.

Sales Manager

The Sales Manager is accountable for revenue generation, both in the Rooms and Food & Beverage departments. The position will have specific focus on Leisure, Tour (F.I.T. and Group), Government, Associations, Corporate, Weddings, Family Reunions, SMERF, Meeting & Retreat segments. Overall Revenue and RevPar will be the main key performance indicators.

This is a flexible position based in Kelowna/Okanagan Valley, working remotely with the Watermark Beach Resort Sales team; some travel is required.

Responsibilities

- Identify emerging markets and revenue opportunities and implement strategies to capture and maximize these opportunities
- Consistent sales drive on all revenue streams for the resort
- Uphold the brand and positioning of Watermark Beach Resort & Conference Centre
- Ensure appropriate Sales Action Plans by segment are developed, implemented and maintained with the sales team
- Manage select account responsibilities for key market segments: Leisure, Tour, Group, Government Associations and Corporate as well as Weddings, Family Reunions and SMERF
- Monitor and evaluate profitable strategies for all key markets
- Attend industry events and take an active role in representing Watermark Beach Resort & Conference Centre
- Maintain positive relationships within the team, the community and hospitality industry - Understand our competitive set strengths and weaknesses to maximize our market positioning
- Liaise with the Senior Management Team regularly to ensure Quality Control and Guest Satisfaction
- Participate and contribute to monthly Sales Meetings with Resort Management
- Site Tours on property when required
- Entertain existing and potential new customers
- Take responsibility for other duties as assigned



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Qualifications

- Minimum 3 years experience within a similar role required
- Computer literate in Microsoft Window applications required
- University/College degree in a related discipline preferred
- Excellent communication skills required, both written and verbal
- Highly responsible & reliable - Work well under pressure, and be flexible with hours of work

Email your resume to:
careers@watermarkbeachresort.com

