

## **Director of Group Sales & Marketing/Events Assistant**

An exciting year-round opportunity exists for a motivated and friendly person to recruit groups to engage in the outdoor activities of skiing, snowboarding and mountain biking. The position is year-round, full-time, with benefits.

### **Essential Job Responsibilities:**

- Responsible for year-round group sales.
- Market to and recruit group business.
- Manage the Sales office including group contracts and files, establishing sales goals, tracking of sales production, post group's visit follow-up.
- Represent Sugar Mountain at outdoor consumer shows across the southeast.
- Effectively and proactively partner with key stakeholders including but not limited to management, resort marketing, food and beverage, ski school, etc. to deliver group sales results.
- Work collaboratively with town/municipalities, lodging agencies, hotels, and other external stakeholders and influencers to drive overall group sales to Sugar Mountain Resort.

### **Requirements:**

- College degree preferred.
- Ability to effectively present detailed information both verbally and in written form to guests, employees and management.
- Flexible schedule required, generally normal business hours with need to work, holidays and weekends.
- Proficient in Word, Excel, and simple html.
- Proficient English language and writing skills, bookkeeping and accounting skills.
- High degree of organization, attention to details and level of professional conduct.
- Self-starter, ambitious, outgoing.
- Proficient in following and taking direction.
- Social media skills.

**Benefits:**

- Health Insurance
- Paid vacation
- Free ski/snowboard pass/lessons
- Opportunity to grow within the management team
- 401(k) Retirement Plan
- Discount lift tickets for family
- Discounted food and gear

**Contact:** Please email a one-page or shorter cover letter and a resume to, Kimberley Jochl [kim@skisugar.com](mailto:kim@skisugar.com)