

CUVÉE

VENTURE BEYOND

SALES ACCOUNT MANAGER – DENVER, COLORADO

Cuvée is a luxury travel and lifestyle brand with an international collection of exclusively owned and managed residences in the most sought-after destinations in the world. If you're passionate about building and selling travel experiences, building close relationships with your guests and developing a network of brand ambassadors, this is the ideal job for you! In this position, the Sales Account Manager is responsible for building their client-base by converting incoming prospects into Cuvée guests, and reaching out to an existing network for new business. This role requires a delicate balance between service and salesmanship, with the ability to build long-lasting relationships that keep guests coming back.

SCOPE AND RESPONSIBILITIES:

Cuvée is looking to add a dynamic, technology-enabled, and effective strategic Sales Account Manager to our team. We're looking for a highly motivated, energetic and enthusiastic sales professional who thrives in an entrepreneurial-style environment, where the pace is fast and urgent. The focus will be connecting and establishing need from our inbound digital inquiries while also prospecting into our extensive network of strategic partners with targeted offers and marketing campaigns. The goal will be for you to expand our existing customer base.

Reporting to the Director of Sales, the Sales Account Manager will be responsible for the following:

- Provide impeccable service to all guests, and potential guests of Cuvée;
- Plan and recommend travel options that best-suit the needs of the guest;
- Follow up with guests and successfully move them through the sales pipeline;
- Convert prospective guests to booked guests of Cuvée, and ensure their repeat business year after year;
- Develop a personalized understanding of each guest's travel needs;
- Respond to all incoming leads, questions / comments in a prompt & timely manner;
- Prospect into a network of potential guests through targeted outreach and marketing campaigns;
- Reach monthly, quarterly and yearly revenue, guest satisfaction and performance targets.

PREFERRED QUALIFICATIONS:

- Bachelor's degree required; Hotel Management, Business Administration or applicable to position preferred;
- Minimum of 3-5 years professional experience; association with luxury brands, travel sector, or high-end hospitality preferred;
- Experience with CRM (ideally Salesforce) is preferred;
- Strong proficiency in Microsoft Office;
- Previous inside sales / customer service responsibility highly desired;
- Driven to succeed and work in a rapidly growing, team-based environment.
- Strong negotiating and influencing skills;
- Impeccable interpersonal and communication skills, including written and verbal;
- Successful track record in exceeding sales quotas;
- Operates with a sense of urgency and strives for higher standards.

Learn more about Cuvée at our website, www.cuvee.com

Salary: Commensurate with experience; Base + Bonus

Submit Resume: sarah@cuvee.com