



Catering Sales Manager

USA – FLA – Fort Lauderdale Area

Contact: Signature Grand
deannamccutcheon@thesignaturegrand.com

Address: 6900 State Road 84, Davie, FL 33317

Job Level: Senior Catering Sales Manager

Education: BS Hospitality Management or Equivalent Experience

Compensation:

Description: Signature Grand is growing and progressive. We are seeking a Catering Sales Manager to add to the busy sales team at this venue known to host some of South Florida's most prestigious events. This esteemed position includes working with Broward's most prominent community leaders, as well as, internal associates who possess the highest caliber of professionalism and talent.

Signature Grand, known for Elegant Weddings and Grand Social Occasions, hosts groups up to 2,000 in its 100,000 sq. ft., Mediterranean Mansion. Conveniently located in Central Broward County on the I-595 Express, Signature Grand proudly welcomes clients from the greater South Florida tri-county region, the nation and the globe.

Responsibilities and Skills:

- Skillful selling techniques in the social and organizational special events markets.
- Ability to sell, administrate and execute upscale special events.
- Adept in BEO formatting and drafting room diagrams.
- Complete knowledge of catering cuisine, food & beverage and ethnic traditions within diverse social markets.
- Ability to comply with administrative deadlines in the distribution of Banquet Event Orders.
- Superior communication skills with clients, vendors and internal food & beverage, culinary and banquet service departments.
- Knowledge of space revenue maximization for 60,000 square feet of pre- function and function space.

- Accomplish revenue goals by developing sales strategies and function space maximization.
- Desire and ability to ensure superior customer service and positive survey results.
- Effective in fostering team building in a positive and progressive work environment.
- Work closely with Culinary, Banquet Service and Set-up Department Heads.
- Actively ensures price and revenue maximization on the contracting of special events.
- Knowledge of sales budgeting and forecasting process. Ability to accurately report and achieve PACE and productivity results.
- Ability to generate and secure new clients.

Requirements:

The Catering Sales Manager must possess excellent verbal, written and communication skills. A minimum of 5 years experience as a Catering Sales Manager at a high volume, upscale Hotel / Resort or Country Club is required. Knowledgeable in Word, Windows, Excel and general computer skills are required: knowledge of Delphi and Social Tables is a plus; superior skills, knowledge and talent in Banquet Cuisine, Beverage, Room Set Ups/ Diagram Drafting, Audio Visual and Vendor's Goods and Services. This Candidate must possess a strong catering background and longevity as a Catering Sales Manager. Only qualified and local applicants should apply and will be considered.

Please forward your resume in confidence to:

DeAnna McCutcheon

Email: deannamccutcheon@thesignaturegrand.com

Direct Fax: (954) 424-2608 / Direct Line: (954) 424-4000 x214

Benefits Available:

- Competitive Salary
- Sales Goals Incentives
- Vendor Commissions available
- Family Medical Insurance
- Dental and Vision Insurance
- Vacation, Holiday and Sick Pay
- 401K Retirement Plan with Company matching
- Disability and Life Insurance
- AFLAC – Supplemental Insurance