



## We're You're **Third Partner**, not a 3<sup>rd</sup> Party

### Meeting Sales Partner/Director of Meeting Partnerships

Hospitality/Travel Industry Sales Experience Required

#### Job Description:

- As Meeting Sales Partner with FACE2FACE, you will become an independent contractor entitled to license all of the privileges of the FACE2FACE Meetings & Incentives brand and the services in which we provide
- The main objective of this position is to become a trusted advisor and indispensable partner to our customers, while adding support and value to their overall Meeting Strategy
- While working from your home office, you will be responsible for the development of your client base and facilitation of site selection searches and contract negotiations as well as other services that FACE2FACE provides, such as full-service meeting planning, individual and group incentive planning, registration services, Incentive rewards and travel insurance
- Develop new accounts and Service existing accounts
- Work within and support Brand Standards

#### Background & Experience:

- Three years' experience preferred in Group Sales and/or Convention Services for Hotels, Meeting Planning companies, Convention & Visitors Bureaus, Destination, Travel Management Company, or other hospitality related organizations
- Exceptional follow-through skills
- Entrepreneurial spirit and strong work ethic
- Working in Hospitality Meetings, Events and Travel industry with a strong track record of successful new client development
- Excellent Communication skills; written and oral
- Passion for the value of FACE2FACE Meetings
- Strong sales skills including building and maintaining relationships
- Planning abilities are required as well as basic skills in Microsoft office or a CRM such as Salesforce or FreshSales preferred
- Must be legally able to do business/travel in the US as a Meeting Sales Partner & Independent Contractor
- Travel as necessary locally, nationally and internationally to attend occasional meetings, events and client acquisition presentations, as you see fit for your business
- Ideal candidate should enjoy Hotel Sales and the Hospitality Meetings industry, building relationships, serving clients and be effective with follow through.

## Position Summary:

- The ideal candidate is a highly driven, entrepreneurial, passionate and ethical professional who puts their client's success as their top priority while enjoying a balanced life. FACE2FACE provides access to the tools and resources necessary to run and operate a successful business
- This is a 1099 independent Contractor position, which is Home Based
- 100% Commission based - unlimited earning potential and uncapped commission
- You and your potential clients can live anywhere in the world – no set territories
- An upbeat and positive attitude is critical
- A relentless desire to win for your customer and yourself
- Experience with amazing meetings & events and able to negotiate win-win situations
- Establish and maintain an excellent working relationship with all vendors and competitors
- Superior hotel/venue and contracting knowledge
- Strong entrepreneurial spirit to grow and sustain your business being a Meeting Sales Partner
- Work-Life Balance is a part of our core values
- Unlimited Vacation
- Set your own goals, but beware, our team is driven in our desire for maximum earnings with maximum flexibility and work-life balance.

Good communication with and teamwork a must! We are a team of people that are entrepreneurial and own our own businesses, but we are here to help one another succeed! Everyone is committed to working together to help one another reach our individual goals, and most importantly helping one another to satisfy and impress our customers.

## You bring your talent and your positive attitude, and we will provide:

- CRM with Contacts for you to call on!
- Operating System/Monday.com
- Advice: Endless Industry Resources
- Phone: Grasshopper
- Email
- IATA Number
- Logo and branding platform
- Plannernet access
- Weekly One on One Meetings & Team Meetings
- Training
- Social Media/Linkedin Network
- Digital marketing
- Business Card design and Supplier
- Marketing Materials: Brochures, Presentations, Promotional Items
- Administrative Needs
- Individual Support
- Team building
- Website Design and Maintenance
- CVENT Access
- Shared Drive – Everything accessible to help you succeed.
- Video Conferencing
- A culture of hard work and fun
- Unrestricted market



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### About FACE2FACE:

FACE2FACE Meetings & Incentives is a full-service Meeting & Incentive company that takes pride in helping our customers improve performance. We are passionate about the effectiveness of FACE2FACE meetings and we help our customers grow their businesses through the power of effective meetings. Our specialties include site selection, contract negotiation, full-service operations, developing meeting strategy, and performance improvement. For more information please visit our website and click on "Our Services".

### FACE2FACE Core Values

Relationships Matter ☑ Work Hard ☑ Be Ethical ☑ Quality  
Never Stop Learning ☑ Help Others Succeed ☑ Balance