



Vice President – Team Director

About ConferenceDirect

Founded in 1998, ConferenceDirect, LLC has become one of the largest full-service meeting planning companies with over 325 Associates representing over \$700 million in room revenue, 3,700,000 group room nights, and 10,000 events annually. ConferenceDirect, LLC provides the following core meeting planning services: site selection, contract negotiations, registration & housing, conference management, strategic meetings management services and mobile apps to Association, Corporate, and Affinity customers.

Responsibilities Include (are not limited to):

- Recruit independent contractors (100% commission compensation model) to ConferenceDirect
- Develop accounts to be managed by Team Director and/or team
- Develop, support, and lead a team of independent contractors recruited by candidate
- Motivate team with business development, e.g., sales calls and presentations to prospective customers
- Attend industry events and establish appointments with prospective candidates for the CEO, Executive Vice President, and COO to interview
- Make prospecting calls to qualified candidates to develop a funnel of solid recruits
- Target key candidates who are identified as high performers in the industry
- Manage a complex database using strong organizational skills
- Make recruitment trips to prospective candidates in key markets (3-5 business days a month)

Qualifications

- Bachelor's degree and/or 10 years of equivalent work experience within the hospitality industry
- Preferred experience with hotel global sales organization or sales management experience in a Convention and Visitors Bureau
- Strong working knowledge of the hospitality industry
- Large network of colleagues within the industry
- Excellent written and verbal communication skills
- The ability to sell the benefits of the ConferenceDirect work model
- Excellent time management and organizational skills to meet the requirements of the position
- Tenacity and the ability to make 15 or more solicitation calls per day to prospect candidates, in addition to managing your own accounts
- Self-motivation; requiring minimal supervision
- Enthusiasm, energy, and a drive for success

We are expanding our team presence in many cities. Please inquire for additional information.



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Compensation

- 100% commission compensation model
- Lucrative earning opportunities – no cap on income!

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or requirements.

Contact Information:

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Experience. Value. Trust. Results.

Disclaimer:

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.