

# Ben Colky

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## SUMMARY

Customer Service focused hospitality professional with over ten years of experience in sales, marketing and contracting.

## EXPERIENCE

### Senior Group Sales Manager- Hampton Inn & Suites| Homewood Suites Denver Downtown-Convention Center. Aimbridge Hospitality.

November 2019-March 2021.

- Responded to business inquiries and strategically solicited group events.
- Managed front desk operations during the pandemic.
- Created a yearly business plan analyzing market and forecasting business.
- Contracted and provided service for clients from initial proposal to billing.

### Senior Group Sales Manager- Hampton Inn & Suites| Homewood Suites Denver Downtown-Convention Center. Stonebridge Companies.

October 2017-November 2019.

- Interim Director of Sales from January 2019 through May of 2019.
- Developed marketing themes and promotions, created collateral and gifts.
- Participated in revenue management and business strategy for the hotel.
- Managed rate integrity and proper mix of business for current strategy.
- Forecasted group business contribution and explained monthly variances.

### Group Sales Manager- Hilton Garden Inn Denver Downtown-Convention Center. Stonebridge Companies

March 2014-October 2017

- Developed and generated revenue opportunities with companies and organizations through strategic solicitation. Meeting my goal in all periods.
- Created event proposals outlining offers and negotiated terms of contracts.
- Participated in a weekly revenue management strategy meeting for the hotel.
- Developed promotions and marketing themes; visited clients to present offers.
- Participated in daily posting and social media marketing for the hotel.

### Product Sales Supervisor/Manager- Beaver Creek, Vail Mountain and Breckenridge Mountain Resort. Vail Resorts Inc.

November 2009-April 2014

- Hired, trained and supervised sales associates in point of sales operations at the base of the resort.
- Responsible for overall guest satisfaction with their experience at the resort.
- Developed and oversaw specific sales promotions; specifically the private lesson multi-pack.

## EDUCATION

### University of Northern Colorado

Bachelors of Arts in Political Science 2004-2007

## AWARDS & CERTIFICATIONS

- Certified Beer Server Certificate (March 2021)
- TIPS Certification (2014, 2016, 2018)
- Certified hotel SalesPro Professional
- Stonebridge Hospitality Aspiring Leaders-Director of Sales Curriculum
- Spirit of Beaver Creek Hospitality Award 2010-2011 Season

