

Dollar Thrifty Automotive Group, Inc., a Fortune 1000 company and leader in the rental car industry, has its corporate headquarters in Tulsa, OK. We respect and value our employees, and recognize that they are the key to our success. We strive to provide a positive work environment and recognize and celebrate our achievements.

We are currently seeking a Director, Regional Sales position in Arizona.

The Regional Sales Director is responsible for establishing corporate accounts for both the Dollar and Thrifty brands and maintaining relationships on behalf of DTG with pertinent corporate car rental accounts, building working relationships with rental locations and local sales personnel, effectively managing sales efforts, and attending travel-related functions to represent and sell both the Dollar and Thrifty brands.

1. Sell and service corporate accounts on an equitable basis for both the Dollar and Thrifty brands and ensure continued rental growth from existing corporate accounts.
2. Build working relationships with Dollar and Thrifty rental locations and local sales personnel to ensure they are aware of the corporate accounts and programs that have impact on transactions in their locations and to gain their support.
3. Review headquarters reports to manage sales efforts and present quarterly reports to key accounts and discuss content.
4. Attend travel-related functions to represent and sell Dollar and Thrifty, make presentations, and establish a network of industry contacts for DTG.
5. Recommend and administer the approved operating budget and review expenditures in relations to budget to ensure compliance.
6. Perform related responsibilities as required or assigned.

QUALIFICATIONS:

Knowledge and Skill

- Prefer candidates with Commercial Sales experience within the Travel industry (Hotel, Air, Car Rental, Travel Agency, etc.).
- Thorough knowledge of the car rental industry.
- Ability to sell and to close sales transactions.
- Excellent oral and written communication skills.
- Good organizational and time management skills.
- Ability to work productively under minimal supervision.
- Excellent negotiating skills.
- Ability to work effectively with a broad range of people and personalities.
- Skill and proficiency in the use of computer software packages, including word processing, spreadsheet and presentation applications.

TRAVEL:

- This position will travel 30-40% of the time.

Equivalent Education/Experience

- Bachelor's degree in a related field.
- At least three to five years of related sales experience.

Direct applicable experience may be substituted for a degree at a rate of two years experience for each one year of education.

To apply for this position, please submit your resume to our website at www.dtag.com >about dtg>careers.