



Title: Golf Leisure Sales Manager
Position Reports to: Director of Sales
Salary: \$ 55,000 +/- commission and benefits
Employment: Year-round, remote, Training will be on-site for at least 2 weeks

Fox Harb'r Resort is a 5 Star, 4 Diamond property nestled along the coast of the Northumberland Strait in Wallace, Nova Scotia. We are offering a unique opportunity for you to experience a 5 Star Luxury work environment. With this opportunity you will be presented with a distinctive career, experience, and benefits in a World Class setting.

General Description: The Golf Leisure Sales Manager is responsible for driving revenue by attracting individual travelers, couples, and golf groups seeking memorable vacation experiences. This role involves developing tailored packages, promotions, and strategies that appeal to the leisure market. The Golf Leisure Sales Manager works closely with travel agents, tourelle operators, and online travel platforms to ensure that the hotel's amenities—such as spas, restaurants, and recreational activities—are effectively marketed to prospective leisure travelers.

The ideal candidate will possess a deep understanding of leisure trends and golf, excellent relationship-building skills, and the ability to develop compelling marketing campaigns that highlight the unique features of the property.

Qualifications & Requirements:

- 10 years of sales experience 5 in Golf and 5 in Leisure preferred
- Avid golfer with extensive knowledge of Canada top golf courses
- Very good understanding of golf
- Proven sales experience (travel, hospitality and golf)
- Experience with Resort Suites an assets
- Minimum of one-year Guest Service experience
- Excellent oral and written communication skills
- Must be highly organized, results oriented with the ability to be flexible, work well under pressure and must have exceptional guest service skills.
- May be required to work outside regular work hours
- Develop and implement sales strategies to attract leisure travelers, including golf groups, couples, and individual vacationers
- Collaborate with travel agents, tour operators, and online travel platforms to promote hotel packages
- Create appealing vacation packages that highlight the property's unique amenities such as spa services, restaurants, recreational activities, and local attractions
- Monitor market trends and competitor activity to identify opportunities and ensure competitive positioning
- Attend travel trade shows and industry events to promote the property and build a strong network.
- Knowledge of travel booking platforms and online marketing techniques
- Strong analytical skills to track sales performance and market trends
- Strong communication and closing skills
- This is a work-from-home position requiring a structured, professional work environment and the ability to work independently while delivering consistent, measurable results.

Human Resources Department, Ann Jeffreys

Email: hr@foxharbr.com Mail: 1337 Fox Harbour Rd., Fox Harbour, NS B0K 1Y0

While all responses are appreciated, only those applicants who will be invited for an interview will be contacted.



Responsibilities:

- Be fully knowledgeable of all resort rates, packages, activities, and events to provide accurate information to guests and partners
- Handle all aspects of Leisure and Group Leisure room reservations, including accepting, confirming, modifying, or canceling bookings
- Manage reservations for golf, spa, and outdoor activities with complete knowledge of the resort's offerings
- Input 3rd-party rate parameters into our booking system
- Produce and analyze the Pace Report (Pick Up Report) to track booking trends and occupancy levels
- Ensure that all guest special requests are properly followed through, including room blocking, VIP treatment, and frequent guest preferences
- Coordinate and communicate special guest, member, or group requirements to all appropriate departments to guarantee a seamless guest experience
- Manage FIT operator reservations, house accounts
- Complete site tour activities where needed specific to the role
- Complete all reasonable additional assignments as required to support overall resort operations
- Build and maintain relationships with key leisure travel partners
- Work closely with the marketing team to ensure consistent messaging across all platforms
- Prepare and present sales reports, forecasts, and performance metrics

At Fox Harb'r Resort, we know every employee is a valued part of the team.

Our benefits include:

- Travel Fuel Allowance
- Discounts at the Resort's Dining Areas; The Cape Cliff and Willard
- Discounts on Accommodations, Golf and Spa services & products and Activities
- Friends and Family Rates for overnight accommodations
- Complimentary use of the Junior Olympic Pool, Mineral Pool and Fitness Room
- Team Member Education Funding and Bursary Program
- Team Member housing availability

Fox Harb'r Resort is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

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