

Christopher Lopez

Hotel Sales Manager

✉ christopher.lopez.dosm@email.com ☎ (555) 884-2317 📍 Washington, DC 🌐 linkedin.com/in/christopherlopezdosm

SUMMARY

Hotel Sales Manager generating \$11.4M in group and transient room revenue at Marriott Marquis Washington, DC. Exceeded group revenue budget by 18% and closed 3 citywide conventions totaling 4,200 room nights. CHSP credentialed, Delphi FDC and Cvent certified, with HSMAI active membership.

EXPERIENCE

Senior Hotel Sales Manager

Mar 2021 - Present

Marriott Marquis Washington, DC

Washington, DC

Senior sales manager owning citywide and association group segments at 1,175-room convention hotel.

- Generated \$11.4M in group and transient room revenue across 36-month tenure
- Exceeded group revenue budget by 18% in 2024
- Closed 3 citywide conventions totaling 4,200 room nights
- Maintained 38% conversion rate on RFPs in Cvent and Knowland

Sales Manager

Jun 2017 - Feb 2021

Hyatt Regency Washington on Capitol Hill

Washington, DC

Sales manager covering association and government markets at 838-room property.

- Booked \$7.8M in annual association and government room revenue
- Built portfolio of 32 active accounts in legal and policy verticals
- Won 2 multi-year preferred-hotel agreements with major DC associations
- Earned Hyatt Regency President's Club recognition twice

Sales Coordinator

Aug 2014 - May 2017

Hilton Washington National Mall

Washington, DC

Coordinator supporting 4-person sales team.

- Built proposal and contract templates used across 4 sales managers
- Coordinated 80+ site visits and FAM trips per year
- Owned Delphi FDC data hygiene and pace reporting
- Contributed to top-line revenue tracking and forecasting

SKILLS

- Cvent / Knowland
- Citywide Booking
- RFP Conversion
- Delphi FDC
- Account Plans
- Group Negotiation
- Pace Reporting

CERTIFICATES

Certified Hospitality Sales Professional (CHSP)

Sep 2022

AHLEI

Top hospitality sales credential.

HSMAI Member

Jan 2020

HSMAI

Active HSMAI Greater Washington chapter member.

AWARDS

Marriott Sales Excellence - Top 10%

Feb 2024

Marriott International

Top 10% of senior sales managers in 2024.

HOBBIES

Volunteer for DC tourism marketing committee

Bourbon tasting