



# **A Beginner's Handbook for Hospitality Sales: Practical Tips and Advice for New Sales Executives**

*John C Dunn*

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## **A Beginner's Handbook for Hospitality Sales: Practical Tips and Advice for New Sales Executives**

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The Beginner's Handbook in Hospitality Sales was created to give sales executives entering the hospitality industry a quick introduction on how to succeed in hospitality sales. It serves as a crash course and provides friendly advice and helpful tips on what to do and what not to do in those first few crucial months of onboarding. Accelerating your learning curve, leave your competition behind and help increase your hotels profitability. This practical and usable handbook will teach you how to start your career in the hotel industry on the right foot and how to avoid landmines that might get in your way. Authored by well-known hospitality and tourism industry expert, John C. Dunn; this guide will increase your productivity and teach you practical and actionable sales principals used by highly successful hospitality sales professionals.

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