



KIMBERLY K. TENNISON, CTC

Professional Experience

Panetièrè Marketing Advisors, Denver, CO

2003 - Present

Temporary Senior Sales Manager projects have included: Hotel Derek, Houston, Texas; Sheraton Atlanta Hotel, Atlanta Hotel, Atlanta, GA; Four Points by Sheraton, Meriden, CT; Destination Hotels and Resorts (Doubletree Chicago and Hamilton Park Conference Center, The Argent Hotel, San Francisco) and The Edgewater Hotel, Seattle for Noble House Hotels and Resorts. Other projects have included Sales Shop Calls for Woodfin/Chase Suites and telemarketing for Langham Hotels & Resorts and Skamania Lodge.

Hyatt Regency Denver

2002 – 2003

Corporate & Travel Industry Sales Manager

Prospecting efforts produced 150 new contacts for 540 room mid-city hotel. Focused on business generated from the Denver area.

Four Seasons Hotel Philadelphia

2001 – 1997

Corporate Sales Manager

Responsible for sales and marketing strategies for 75 corporate accounts for 365 room luxury hotel. Negotiated corporate rate agreements.

The Waldorf Astoria and The Waldorf Towers

1995 - 1997

Business Travel Sales Manager

Prospected, negotiated and managed 50 corporate accounts for 1400 room luxury hotel in New York City.

Hyatt Regency Tech Center Denver

1988 - 1995

Sales Manager

Handled all volume accounts, travel industry accounts and executive club accounts for 448 room property. Named Manager of the Year in 1990. Nominated for Sales Manager of the Year for Hyatt Hotels Corp. in 1992 and 1994.

Fairmont Hotel / Hyatt Regency Denver

1987 - 1988

Sales Assistant

Assisted Director of Travel Industry Sales and Corporate Sales Manager.

Blinded Veterans Association

1985 - 1986

Assistant to Executive Director

Coordinated fundraising efforts and assisted with annual convention, board meetings and travel.

ACHIEVEMENTS: Nominated for Sales Manager of the Year for Hyatt Hotels Corp. in 1992 and 1994.

Named 1994 Allied Member of the Year by the Rocky Mountain Business Travel Association.

Consistently exceeded goals in both the transient and group markets.

**PROFESSIONAL
MEMBERSHIPS:**

Hospitality Sales and Marketing Association - Education Committee

EDUCATION:

University of Colorado - BA in International Affairs
Certified Travel Counselor (CTC)