

# KATHERINE L MEERSMAN

 <https://www.linkedin.com/in/kate-meersman-2a66a2155>

## PROFESSIONAL PROFILE

Attentive and caring professional with 10+ years of providing excellent service and meaningful experiences to customers and co-workers. Primary strengths include promoting teamwork, maintaining strong customer relationships and multi-tasking.



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## SKILLS

Promoting Teamwork  
Contract Negotiations  
Social Media Marketing  
Account Management  
Promotional Events  
Customer Relations  
Attention to Detail

## COMPUTER

Adobe Creative Suite  
Microsoft Office Suite  
Fosse, Opera, and OnQ  
Passkey  
CVENT  
Social Tables  
SalesForce  
TravelClick

## EDUCATION

Associate Degree of Applied  
Science in Hospitality  
Management  
Front Range Community  
College  
December 2004

## HONORS

Nominated for 2019 Aspiring  
Leaders with Stonebridge  
Hospitality  
Receive Distinguished Leader  
Award for Stonebridge in  
2018  
Hyatt Hotels Teams of the  
Year in 2009 and 2012  
Raised \$30,000 for Kids  
Against Hunger in 2012

## EXPERIENCE

### Courtyard Marriott and Residence Inn Denver South

#### Senior Sales Manager

Nov 2019 to Present / Englewood, CO

- Responsible for developing and managing relationships in the local corporate and association markets. Handle bookings events for all corporate groups 5-250 rooms
- Achieved and exceeded sales quota - Currently achieving 117% YTD 2019
- Responsible for mentoring and training other associates in sales department.

### DOUBLETREE by HILTON DENVER TECH CENTER

#### Corporate Group and Business Travel Sales Manager

August 2017 to July 2019 / Greenwood Village, CO

- Balanced quotas, markets, and goals for total account management handling both corporate group sales and business travel sales
- Achieved 127% of Sales Quota in 2018

### HYATT HOTELS CORPORATION

#### Catering and Convention Services Manager

May 2006 to August 2017 / Denver, CO / Lahaina, HI / Calgary, AB / Beaver Creek, CO

- Worked All Areas of Events, including; Event Concierge, Admin Assistant, Catering Coordinator, Catering Manager, and Convention Services Manager
- Transferred to varying sizes and types of hotel properties
- Responsible for planning and successfully executing all types of events, including; board meetings, annual conferences, expos, weddings, galas, silent and live auctions, community events and festivals, concerts, competitions
- Achieved and Exceeded Financial and Customer Service Goals
- Department Mentor and Trainer for new employees. Designated trainer for all staff
- Maintained an active position on the Women at Hyatt and Diversity Committee

### THE BROADMOOR HOTEL

#### Front Desk Supervisor

January 2005 – May 2006 / Colorado Springs, CO

- Effectively Managed the Front Desk of a 700 Room 5 Star/ 5 Diamond Hotel
- Responsible for staff hiring, evaluations, scheduling, training, and discipline
- Received Rating of "Distinguished" on all Employee Performance Evaluations

# REFERENCES

## Adam Tobiasz

Director of Operations

Hyatt Regency San Francisco

5 Embarcadero Center

San Francisco, CA 94111

Phone: 614-657-1190

Relationship: Past coworker, personal acquaintance and friend

## Craig Reed

Director of Food and Beverage (Retired)

The Broadmoor Hotel

1 Lake Avenue

Colorado Springs, CO 80906

Cell Phone: 719-499-4447

Relationship: Past Employer and Mentor

## Christine Calace

Director of Sales

Courtyard Marriott and Residence Inn Denver South/Park Meadows

8322 South Valley Highway

Englewood, CO, USA, 80112

Phone: 407-913-1952

Relationship: Current Employer and Mentor

