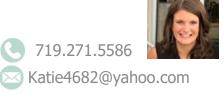
KATHERINE L MEERSMAN

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.



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

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 guota 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