

# Dustin Stutzman

Louisville, Kentucky, United States



## Summary

Area Director of Sales representing First Hospitality in the Louisville Market. We manage five assets, soon to be six once the very first Temp by Hilton opens in 2021. I am focused on growing a world class team that clients rave about working with. Our focus is to share the best hospitality experience with our clients, with hopes that they will tell their friends. We prioritize marketing, having fun, and pushing ourselves to accomplish more than we think we can every day.

## Experience

### **Area Director of Sales & Marketing**

First Hospitality

Jul 2019 - Present (1 year 10 months +)

Creating client experiences at:

Hilton Garden Inn Louisville Downtown

8 UP Rooftop Dining & Lounge

The Henry Clay Conference Center

Home2 Suites by Hilton NuLu

Hancock House Nulu

Tempo by Hilton Nulu (coming soon)

### **Opening Director of Sales and Marketing**

Kentucky Venues

May 2018 - Jul 2019 (1 year 3 months)

Kentucky International Convention Center

### **Cluster Director of Sales**

White Lodging Services

Aug 2016 - May 2018 (1 year 10 months)

SpringHill Suites & Fairfield Inn & Suites Louisville Downtown

### **Opening Director of Sales**

Embassy Suites

Jun 2014 - Aug 2016 (2 years 3 months)

Louisville Downtown

### **Louisville Marriott Downtown - Senior Sales Manager**

White Lodging Services

Oct 2011 - Jun 2014 (2 years 9 months)

Responsible for Corporate group sales & DC Association.



### **Cluster Director of Sales**

White Lodging Services

Mar 2010 - Oct 2011 (1 year 8 months)

Residence Inn Louisville Northeast

Courtyard Louisville Northeast

SpringHill Suites Louisville Northeast



### **Sales Manager**

White Lodging Services

Jan 2008 - Mar 2010 (2 years 3 months)

Residence Inn by Marriott Louisville Downtown

Direct proactive sales efforts, produce top line revenue

Uncover new business opportunities, maintain current accounts producing revenue

Effectively budget and forecast top line revenue

Create and execute plans and actions; develop effective sales strategy to maximize revenue and market share

## **Education**



### **Central Michigan University**

Bachelor of Science, Business Administration; Business Administration

2004 - 2007



### **Ferris State University**

Business

2003 - 2004

## **Licenses & Certifications**



**Certified Insurance Consultant License (Life & Health), Individual - State of Kentucky**



**Certified Retirement Financial Advisor (CRFA) - Capital Choice Financial Group**



**Series 6 Securities License - Capital Choice Financial Group**



**Certified Tourism Ambassador (CTA) - Louisville Tourism**



**Series 63 Securities License - Capital Choice Financial Group**

## **Skills**

Direct Sales • Social Networking • Closing Deals • Revenue Management • Front Office • Hotels •  
Budgeting • Forecasting • Revenue Analysis • Leadership