

Marriott International Names Stephanie Linnartz Senior Vice President of Global Sales

2008-06-18

Ms. Linnartz is responsible for leading the company's worldwide sales force, including the reservations and customer care team, representing approximately 3,000 hotels across nine brands in 67 countries and territories.

She begins her new role on July 31, reporting to Amy McPherson, executive vice president, global sales and marketing.

"My vision is to take an already great sales organization and continue its journey to become world-class," said Linnartz. "Our strategy is clear: we have to think and act globally, be innovative and in touch with the new ways our customers are doing business, and continue to keep our customer relationships at the center of everything we do."

In her most recent assignment as senior vice president, sales and marketing planning and support, Linnartz helped to launch Sales Force One which significantly expands the company's ability to cover more customer accounts and increase revenues and profits.

"Stephanie is a proven leader with demonstrated results, and is the ideal candidate to champion the sales organization, which is such a vital asset to our company," said McPherson.

Linnartz joined Marriott in 1997, working in finance and business development. She later held management positions in revenue management and sales and marketing.

As the daughter of Daniel and Valerie Coleman, owners of the Phoenix Park Hotel and Dubliner Irish Restaurant and Pub in Washington, D.C., Linnartz grew up in the hotel business. She served as sales manager at the Phoenix Park Hotel before moving to sales and catering roles at Hilton hotels in Honolulu and Washington, D.C.

Linnartz graduated from Holy Cross College in Worcester, Mass., with a bachelor's degree in political science and earned her master's in business administration from the College of William & Mary in Williamsburg, Va. She resides in Chevy Chase, Md., with her husband and two children.

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