

## Oregon

### Julie Parker, Gregory Heinze, Danny Clougherty & Janet Eichner-Kearney



PORTLAND, Ore.

The **Benson Hotel** announced three new hires and a promotion to expand its sales management team. The new hires are Julie Parker as director of sales and marketing, Gregory Heinze as director of transient sales and Danny Clougherty as catering sales manager. These additions are accompanied by the promotion of Janet Eichner-Kearney to associate director of sales.

This experienced group of hospitality sales professionals will work closely with existing team members and appropriate departments to maintain the top-notch service and exceptional value that guests have come to expect from the hospitality brand.

A native of Vancouver, Wash., Julie Parker brings over 20 years of sales and marketing experience to the hotel, most recently as sales and marketing director at Boxed Bistro & Catering in Portland.

In the same position at the Benson she will oversee the team in daily department operations, as well as drive revenue through new business development and grow existing accounts. Parker's past experience includes positions at Jubitz Travel Center, Destination Hotels & Resorts and Semiahmoo Resort among others.

In his brand-new role as The Benson's director of transient sales, Gregory Heinze will cultivate and grow the property's existing business travel accounts. Along with being at the helm of business travel sales at the hotel, he will also develop new and innovative promotions aimed at clients in the entertainment, domestic and international touring, FIT and sports target markets.

Heinze brings over 10 years of hospitality sales expertise, and his past experience includes positions at Hotel Modera, the Riverhouse on the Deschutes Hotel and Convention Center, and Crowne Plaza Portland, among others.

As catering sales manager, Danny Clougherty will ensure that clients have the most delightful and fulfilling experience working with The Benson team on their catering requests, as well as event consultation and execution. Clougherty worked in the realm of hospitality sales for the past 10 years, most recently as catering sales manager at Talking Stick Resort, in Scottsdale, Ariz.

Janet Eichner-Kearney continues her tenure at The Benson, now as associate director of sales. Previously she served as director of catering at The Benson. Eichner-Kearney brings over 30 years of hospitality experience to her new role, in which she will be responsible for soliciting, negotiating and booking sales groups for conferences; effectively conveying the client's vision and specifications to appropriate departments; and rapidly responding to inquiries, concerns and issues.

In addition, she will be responsible for continually innovating ways to expand The Benson's reach to corporate, business and travel industry accounts and tapping into community organizations to elevate the hotel's market share and drive further business.

Established in 1913, the historic Benson Hotel is a 287-room property located near Portland's Pearl District and operated and managed by Coast Hotels. The hotel is also home to The Palm Court restaurant and bar, as well as more than 18,000 square feet of meeting and event space.