



## **Laurie Munos**

Director of Sales & Marketing

Laurie Munos was recently named Director of Sales & Marketing for the AAA Four-Diamond San Jose Marriott.

Upon joining the San Jose Marriott, she oversaw the renovation of its 21,000-square-foot of prime meeting space. “I’m extremely proud of our new product. Bathed in natural light, the space is fresh and modern, providing an ideal setting for groups of up to 900 people. We now offer the fastest hotel Wi-Fi in Silicon Valley and cutting-edge mobile applications to simplify and improve the meeting experience,” states Munos.

Before joining the San Jose Marriott, Laurie Munos was the Corporate Account Executive on the Marriott’s Western Mountain Pacific Mid-Market, overseeing 28 top Fortune 500 accounts. By creating innovative sales and revenue tracking tools, helped the team to exceed its annual revenue goal by 147 percent in 2013.

As the global point person representing all Marriott brands worldwide, Munos partnered with her clients to best meet their travel needs with Marriott Hotels and services – whether they be for the business traveler, corporate kick-off meetings or incentive trips for high-achieving executives.

### **BRINGING THE BEST OF THE BRAND TO SAN JOSE MARRIOTT**

“I feel very fortunate to have represented many brands within Marriott’s vast and varied portfolio of properties. I plan to interweave the best practices of these brands to ensure the utmost level of guest satisfaction at the San Jose Marriott,” explains Munos.

Munos’s extensive sales experience includes leadership positions with The Ritz Carlton, Kapalua and the Santa Clara Marriott as well as task force assignments at Marriott properties throughout the nation.

After studying International Relations-Political Science and Russian at the University of Utah, Munos launched her hospitality career as a member of the management team responsible for opening the first American hotel in Russia, the Radisson Slavyanskaya, in 1989. As Catering Sales Manager, she served as the liaison to foreign embassies and corporations when planning their events at the luxury hotel.