

Jennifer L. Erney, CMP, CMM
Regional Vice President, Sales
Associated Luxury Hotels International

Jennifer Erney joined Associated Luxury Hotels International (ALHI) in 2017 where she first served in their Washington D.C. sales office as a Vice President of Sales and shortly after was promoted to Regional Vice President, leading ALHI's Mid-Atlantic USA region and team to record sales achievements. Since January 2018, Jennifer has served ALHI as Regional Vice President of Sales, providing leadership, coaching, and development of the sales organization's strategy and business development. Prior to joining ALHI, Jennifer was Global Director of Meetings & Events for 10 years with FRHI, representing Fairmont, Raffles & Swissotel Hotels & Resorts worldwide. Prior to joining Fairmont, Jennifer has had held progressive roles with Kimpton Hotels & Resorts and Loews Hotels.

During Jennifer's sales career, she has received the PCMA 2017 Supplier of the year for being a true advocate in the meetings & events industry. In 2019, Jennifer was recognized as Smart Meetings Supplier of the Year in the Doer Category. Jennifer is known for her consummate professionalism and strong client relationships. From increasing a client's share by 500 percent to earning her CHSE, CASE, CMP and CMM certifications – Jennifer continues to grow and shine as a leader in this industry.

Jennifer is committed to the industry by volunteering her time to various industry organizations. She has served on committees and task forces for ASAE, MPI and currently serves on the PCMA National Board of Trustees from 2019 – 2022; on the Events Industry Council Equity Task Force, the PCMA Next Generation Task Force and continues to ensure that the industry pays it forward to those embarking on their hospitality journey through mentorship and advocacy.

Jennifer is a graduate of Johnson and Wales University (JWU) with a bachelor's degree in Hospitality Sales & Meeting Management. Jennifer resides in Greensboro, NC with her husband, Jim, of 28 years, and their two dogs, Roxxi and Zoey.