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## **Plaza Hotel & Casino hires Victor Fernandez as Associate Director of Sales and Catering**

**LAS VEGAS** – The [Plaza Hotel & Casino](#) announced that Victor Fernandez will join the property's group sales team as associate director of sales and catering.

As associate director of sales and catering, Fernandez will support sales efforts to attract new corporate, leisure, and catered events to the iconic downtown property. Fernandez was especially excited about the opportunity as he has a personal connection to the Plaza. His parents worked in the casino in the 1970's when the property was known as the Union Plaza. His father even attended the opening day celebrations for the then-Union Plaza on July 1, 1971.



Fernandez brings to the Plaza more than 25 years of sales experience especially in the hospitality industry, including 15 years at the Las Vegas Convention & Visitors Authority (LVCVA) where he most recently served as national sales manager. In this role, he won \$275 million in annual revenue, managed key signature events, and grew pipeline to \$350 million in annual opportunities, improving conversion rate by 20% year over year. Prior to his tenure at the LVCVA, he was senior sales manager at the Casablanca Resort, Casino, Golf & Spa in Mesquite, Nev.

"Victor brings to the Plaza extensive experience in driving revenue and market share growth by building and leveraging relationships with key partners," said Michele Evans, director of sales, catering, and CORE Arena at the Plaza. "It is very exciting to have a sales executive with his level of experience, proven success, and personal connection to the Plaza join our team."

Raised in Las Vegas, Fernandez enjoys traveling with his wife to oceanside destinations, especially the Caribbean. He is a father to four adult children and has one granddaughter and three dogs.

### **About the Plaza Hotel & Casino**

Located in the heart of downtown Las Vegas, the Plaza Hotel & Casino combines a vintage Rat Pack attitude with modern styling and personal customer service for the ultimate Vegas experience. First opened in 1971 and built on the site of the original Las Vegas railroad depot, the Plaza has nearly 1,000 modern rooms and suites, a classic Vegas showroom, downtown's only bingo hall, and 30,000 sq. ft. of refurbished ballroom and meeting space. Larger outdoor events are hosted at the Plaza's Core Arena, downtown's only equestrian and multipurpose facility. Guests enjoy a variety of dining options led by the renowned Oscar's Steakhouse in the hotel's iconic glass dome overlooking the Fremont Street Experience. A new race & sports book along with hundreds of slot machines and nearly two dozen table games comprise an 80,000-square-foot casino floor. A fully renovated rooftop pool and recreation deck, complete with private cabanas, hot tub, food truck, tennis court and dedicated Pickleball courts, provide a variety of outdoor amenities. For more information on the multiple award-winning Plaza Hotel & Casino, visit [www.plazahotelcasino.com](http://www.plazahotelcasino.com). Get updates via [Facebook](#), [Instagram](#) and [Twitter](#).

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