



## Revenue Manager

At RegiÔtels, we are obsessed with lending our expertise to clients who need it most: small and medium sized independent hotels who struggle with growing their revenue and profits. Our great team of experts have a global experience and actively work for hotels in the areas of digital marketing, revenue management, IT as well as sales and marketing.

Being part of RegiÔtels means that you will be able to make a real difference in hoteliers' lives by assisting them with your skillset. We believe that jobs of the future will involve tasks requiring social intelligence, complex critical thinking, creative problem solving, as well as initiative taking. As such, we operate on a very personal level with our hotel partners and are in constant touch with them to improve their livelihood and to advance regional hotel industry standards.

### Scope of the position:

---

Developing, implementing, monitoring and continuously improving the revenue and online sales strategy of RegiÔtels' partner hotels through all digital channels. Ensuring that the hotels are displaying rates, inventory, restrictions and content correctly across all systems. This position is analytical and technical in nature while also being a contact person for our partner hotels.

### Key responsibilities

---

#### OPTIMISING THE PERFORMANCE OF OUR PARTNER HOTELS

- Responsible for the implementation and continuous optimization of all revenue management processes of the partner hotels
- Create, present and implement a revenue and online sales strategy
- Monitor and adjust the strategy on a regular basis
- Identification of opportunities for incremental revenue through analysis of different market segments and distribution channels
- Analyse results and make recommendations to partner hotels
- Troubleshoot, support and correct connectivity issues
- Contact for the hotels around all concerns of online distribution
- Set up new hotel content including adding properties to OTA's: room types, rate categories, descriptions, images, features, policies and availability across all approved channels as applicable
- Update hotel content on all contracted channels as needed



- Autonomous supervision of projects such as the system integration of new hotels during the hotel onboarding process
- Be a distribution system expert using connectivity tools: different channel managers, booking engines and all custom connectivity systems
- Create and maintain revenue management and distribution documentation such as training manuals, 'how to' documents, and checklists
- Perform other job-related duties as requested
- Keeping accurate client records and account notes
- Maintaining updated knowledge of company products and services
- Maintaining updated knowledge of client services & brand identity

**OTHER ELEMENTS DESIRED:**

- Previous experience as a revenue manager
- A clear understanding of hotel industry is necessary as well as analytical capabilities, experience in study cases, market research and studies with a mathematical background
- Reliability, goal-oriented, organizational skills, being a self-starter and autonomous
- Enjoy working in a small team and independently
- A first experience with distribution systems, central reservation systems, content systems
- Experience in hospitality operations is a plus

## Skills

---

- Personality skills: strong presentation and communication skills, organized and abilities to work independently and to meet deadlines, creative and dynamic personality

**PERSONAL:**

- Ability to work independently
- Ability to meet deadlines
- Strong analytical and organizational skills
- Strong communication and presentation skills
- Creative, solution-oriented and dynamic personality

**TECHNICAL:** Channel manager, IBE, PMS, MS office pack

**EDUCATION:** Bachelor's degree in hospitality or comparable work experience

**LANGUAGE:** English and at least German or Spanish or French are mandatory depending on the region