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# Example of Director Revenue Strategy Job Description

Our innovative and growing company is searching for experienced candidates for the position of director revenue strategy. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for director revenue strategy

* Prepare and oversee rooms revenue forecasts (monthly, rolling, and annual) including historical booking, demand and competitive position analysis
* Drive RevPAR growth by exploring and providing variations in the market mix to stimulate additional revenue without increasing cost
* Regular use of Demand360 and rate360 for accurate rate positing and understanding market conditions
* Ensure revenue related businesses are aligned and structured efficiently and effective for all departments
* Prepare presentations or ad-hoc reports for the Revenue Management Committee or corporate constituents on the team’s progress toward goals and forecasts
* Develop annual transient pricing with DRM and load into respective systems
* Provide critical analysis of Strategies, room statistics and demand factors by reviewing month end statistics including FMS, Monthly Revenue Management reports, Key Hotel Marketing reports and provide critical analysis on performance vs
* Work closely with Marketing and DRM to increase exposure of the hotel in key market destinations and drive transient business, especially over need periods
* Conduct regular analysis of RevPAR by room type bookings to identify opportunities in room selling strategy
* Clearly communicate strategic vision and objectives on how to drive revenues and improve performance

## Qualifications for director revenue strategy

* 3+ years of experience in hotel revenue management or closely aligned discipline(s)
* Proficient in English and Chinese (spoken Mandarin)
* At least 8 years of experience in hotel reservations / revenue management
* Detail-minded, able to multi-task
* Performs miscellaneous duties and assists General Manager as needed
* Comprehensive knowledge of personal computers and various property specific applications, such as Word, Excel, PowerPoint, Outlook, PMS, CRS, RMS, OTA Extranets and Delphi