



Example of Director, Revenue Management Job Description

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Our company is growing rapidly and is looking to fill the role of director, revenue management. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for director, revenue management

- Must be able to effectively and professionally communicate, both verbally and in writing
- Must be able to multitask, meet deadlines, prioritize, and sometimes work in high pressure, tight timeline situations
- Must be adept at analyzing large amounts of data, drawing conclusions, and creating recommendations and strategies from the data discoveries
- Must be confident and comfortable presenting to groups, debating strategies, voicing opinions, and making sound arguments to support hotel revenue growth
- Operations and marketing organizations
- Carry out and contribute to projects in order to drive knowledge, capability and performance
- Assist the Director of Revenue Management with management of the major four OTA's
- Develop pricing strategy for the business/leisure travel sales team during the annual RFP process based on demand projections and competitive shops
- Partner with the hotels Director's of Sales/Marketing to develop and implement the hotel SEO/SEM goals in conjunction with TIG/Milestone
- Prepare reports required for, and attend the weekly hotel Sales Strategy meeting

- 3 years previous Revenue Management or related experience required
- 2-year degree from an accredited university in Business Administration, Finance and Accounting, Economics, Hotel and Restaurant Management, or related major
- Must have a minimum of 3 years Revenue Management experience in order to be qualified
- Create value assessments of competitive set hotels vs
- Proficient in Microsoft Word, Excel and PowerPoint, Outlook & Delphi
- 5+ years of progressive work-related experience in hotel or travel industry revenue management or yield management