



## Example of Director, Revenue Management Job Description

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Our innovative and growing company is looking for a director, revenue management. To join our growing team, please review the list of responsibilities and qualifications.

### Responsibilities for director, revenue management

- Work closely with the Convention Services Team/Space Manager to ensure that hotel meeting space is properly utilized to maximize room and food and beverage revenue potential
- Synchronize the end to end planning/execution activities under Acquisition Marketing and Customer Base Management (GGK) to drive synergies, facilitate trade-offs between portfolios
- Advocate leadership perspective around customer-first thinking and holistic revenue management (shift from subscriber/TSU emphasis)
- Strengthen management capability around Plan / Do / Adjust / Check with clear linkages between people/teams and operations, to accelerate and streamline execution
- Influence strategic and operational direction of the residential portfolio based on a view of business risks and opportunities to evaluate short-term trade-offs that drive improved long-term business results
- Design executive narrative around business performance, successes and opportunities
- Keep pulse on critical issues facing business and prioritized by value, horizon, impact, with clearly mapped accountabilities
- Produce narrative to simplify and optimize existing activities under Brand/GGK/Channels based on prioritization of impact
- Work across key business partners to align key priorities, tactics and targets for all leads within Residential ecosystem

management

### **Qualifications for director, revenue management**

- Undergraduate degree in health administration or other healthcare field
- 5+ years experience evaluating healthcare program outcomes and performance measurement
- Expert level of proficiency with health care claims and membership data
- Intermediate level of proficiency in Excel, Access, SAS, and SQL
- This position reports to the General Manager
- Must be able to sit at a desk for up to 6 hours per day Walking and standing are required for the remainder of the work day