



Example of Director, Revenue Management Job Description

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Our innovative and growing company 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

- Oversight of security level access for the appropriate systems based on job title
- Participate in resolution of client issues relating to billings and outstanding receivables
- Participate in revenue and billing system implementation including rollout of best practices
- Develop and recommend revenue sales strategies, room mix and pricing
- Develop, implement, monitor and control sales strategies
- Accountable for managing rooms inventory for the hotel
- Develop in-depth intimacy with RCM functions and operations, including the flow of trip ticket inventory, cash receipts and write-off patterns
- Communicate overall cash goals and priorities for the management team
- Set goals jointly with subordinates
- Work closely with AMR's Arizona VPO, Regional Directors (RD) and other members of Operations, other departments within AMR, to convey issues and propose solutions that will improve efficiencies, and/or reduce costs

Qualifications for director, revenue management

- Must have finger dexterity to be able to operate office equipment such as computers, printers, 10 key adding machines, telephones and other office

- College degree and over ten years of professional experience, with at least seven years of relevant industry / functional experience
- Experience managing P&L and department budgets
- Management experience with a proven ability to lead and motivate in a complex, deadline-driven environment
- Significant experience in airline inventory management and pricing