



Example of Manager, Revenue Job Description

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

Responsibilities for manager, revenue

- Review and track competitor set results on a daily basis to enable analysis of penetration indices and forecasting of competitor business
- Collaborate with Meetings and Events teams on setting rates for groups and conferences
- Set strategic directions and revenue goals with the Area Revenue Manager and hotel team
- Set key performance objectives (KPOs) and manage PDP for team members while ensuring succession plans are in place for talent pipeline
- Train and support all hotel teams in cluster on revenue system functionality and
- Support the GM in the creation of the strategy (with proper analysis) and to work effectively with the implemented revenue management system
- Update the event database
- Ensuring collections are being managed properly and efficiently
- Determining appropriate corrective action to take when confronted with accounts receivable discrepancies
- Taking initiative to assure that corrective action is completed

Qualifications for manager, revenue

- Ability to think and work independently in a team environment
- College degree in business, operations research, accounting or similar preferred
- Strong knowledge of spreadsheet software, database management, analytical

- Excellent language ability in both English and Cantonese
- 6+ years total professional experience, including 2+ years of industry experience in revenue recognition (public company preferred)