



Example of Manager, Revenue Job Description

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

Responsibilities for manager, revenue

- Monitors and manages closing to meet or exceed closing timelines
- Responds to RFPs
- Prepares forecasts of revenue, demand and occupancy for rooms and function space- 3-6-12 months, long range and budget
- Prepares and is accountable for sales strategy critiques and month-end reporting
- Prepares the sales strategy meetings with critiques, findings and recommendations
- Support preparation of budgets for transient, group and catering
- Ensure that Good Data Standards are followed and used properly
- Support for weekly rooms and function space forecasts
- Responsible for eChannel parity and relationship building with main partners / Market Managers
- Responsible for developing relationships across organizations to drive the completion of system installations to recognize revenue in the quickest manner possible

Qualifications for manager, revenue

- Strong understanding of SOP 00-2, ASC 606 GAAP/IFRS
- 5+ years of straight private experience
- Figures oriented / revenue culture leader- Advanced level in using Excel, TARS, Opera- Knowledge of 3rd party business in an advantage
- 1-3 year revenue management experience

- At least three (3) years experience in the same capacity or relevant experience