



Example of Revenue Management Analyst Job Description

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Our company is growing rapidly and is looking to fill the role of revenue management analyst. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for revenue management analyst

- Own the funding processes, governance and tracking
- Summarize and communicates revenue trends and analysis on corporate, brand, region, portfolio and property levels to relevant audiences
- Support the Manager of RMM in the development of price/pack strategy
- Work with Sales Teams to support Customer centric initiatives
- Adopt and utilize exception reporting designed to help isolate revenue opportunities and take appropriate actions to correct and capture additional revenue
- Evaluate the forecast for their regions daily to ensure the recommendations provided by CMS are based on a solid projection of both future business conditions and the operational realities of the business
- Own the annual pricing process by partnering with pricing coordinators and key account managers to ensure timely entry of rate actions
- Manage the weekly and monthly Rev Man reports, scorecards and performance analysis, including the updating and maintenance of these reports in a timely and accurate manner
- Review and approve Price Change Requests (PCRs) in line with marketplace pricing architecture
- Monitor customer and package pricing performance on a weekly basis to understand variances to Forecast and Plan

Qualifications for revenue management analyst

- Continue to develop an industry leading departmental education program that will transform the way in which analysts develop technical, interpersonal, and leadership skills throughout their life cycle in RM
- Champion creative solutions to meet continuously changing staffing needs
- 2-year degree from an accredited university in Business Administration, Finance and Accounting, Economics, Hotel and Restaurant Management, or related major & min
- Strong business communication skills, oral and written
- Possesses strong business objects or similar reporting tool history and skillset