



Example of Revenue Specialist Job Description

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Our company is hiring for a revenue specialist. 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 revenue specialist

- Train and activate new properties re-training properties that might need additional assistance managing their participation in the program
- Develops proposals and forwards to Sales and other Pricing groups to facilitate fulfillment of customer requests
- Understands how bids compares to market rates and competitive situations and reviews costs associated with bid to ensure appropriate profitability guidelines
- Works with contract and legal departments to confirm pricing details on contracts and agreements to ensure accuracy and compliance to policies
- Works with basic direction from analyst and completes necessary analysis to support approval
- Obtains knowledge of pricing systems and tools to accurately track proposals through cycle
- Works with appropriate internal systems to ensure timely and accurate pricing implementation
- Works with Sales to verify correct implementation of accepted proposals
- Follows up on outstanding proposals to determine the status of bids and update appropriate reporting system
- Reviews customer accepted pricing proposals to ensure contract integrity

Qualifications for revenue specialist

- Research specific accounts related to billing questions as needed
- Other revenue projects as needed
- Bachelor's degree in Business, Finance, Engineering or related fields
- 2+ years experience in Planning, Finance, Revenue Management, Analytics or related disciplines
- Ability to simplify large amounts of data for executive-level presentations