

Position Description

Position Title:	Area Director of Training & Revenue Management
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Job Summary:

The primary responsibility of this position is analysis of revenue maximization efforts for a group of hotels. Maintenance of Revenue Management standards; specific review and measurement of hotel revenue performance against established goals. Coordinates the duties and efforts of the Revenue Managers. Recommend and coordinate pricing and positioning for all product lines within the organization. On-going assessment of competitive hotels and revenue management practices to further understand demand and adjust strategies. Regular updates to and solicitation of feedback from all General Managers, Director of Sales, and Revenue Managers.

Qualifications

Education	4-year college degree required.
Experience	A minimum seven to ten years adaptable experience with travel industry reservation systems and hotel property management systems essential with three to five years in management.
Other	Certified as a Revenue Manager through an appropriate Revenue Management Training program.

Essential Functions

Average Percent of Time

- 40 % Organization, training for the portfolio of hotels in terms of Revenue Management structure.
- 10 % Work on all Revenue Management projects as requested e.g. implementing formal End of Month reporting process at each hotel, providing roll up reporting for corporate users and the brand team, etc.
- 10 % Assist with implementation of Revenue Management basics and standards. Conduct routine audits. Implement tools to automate and streamline consultations as well as document action plans.
- 10 % Provide training and support as requested by General Managers.
- 5 % Audit each hotel's usage of Revenue Management tools. Follow up and develop action plans for those hotels underutilizing systems.
- 5 % Conduct General Manager, Director of Sales, Front Office Revenue Management Training.
- 5 % Provide support and recommendations in revenue management areas to be determined such as GDS, internet, online wholesalers.
- 5 % Develop and implement succession planning for Revenue Management talent
- 5 % Assist the Director of RM in department projects that support both hotel performance and the brand team.

Job Requirements

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| Skills | <ul style="list-style-type: none">▪ Excellent oral and written communication skills.▪ Excellent organization skills.▪ Proficient in Microsoft Word, Excel and PowerPoint.▪ Proficient at statistical and competitive analysis.▪ Individual is high energy individual with a positive attitude is a must. Guest service and team oriented.▪ Strong interpersonal skills and possession of a full understanding of professional business ethics, decorum and social skills. |
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Abilities

- Ability to manage outside departments and agencies.
- Ability to work well under deadline pressure and/or travel.
- Adaptable to extensive travel and schedule changes.

Other

- Career planning should include a progressive corporate revenue management career or General Manger