



REVENUE SPECIALIST

What's your passion? Whether you're into sports, shopping or karate, at VIP Hospitality Group we're interested in YOU. At VIP, we look for people who are wired to share our core values – vision, integrity, passion, and humility. Are you able to apply the same amount of care and passion to your career as you do to your hobbies – placing our guests at the heart of everything you do? If this is you, VIP Hospitality Group would be honored to have you join our friendly and professional team.

JOB OVERVIEW

We are currently seeking a Revenue Specialist to join our growing team. The Revenue Specialist is responsible for planning, organizing and directing all activities of revenue management in all market segments.

Responsibilities include:

- Maximizes rooms revenue given a RevPAR perspective
- Maximizes hotel revenue through the implementation of individual & group inventory management and pricing strategies.
- Successfully produces the most efficient business mix whilst maximizing average rate
- Manages inventory through proper management of CRS, Internet point of sale, PMS and all other distribution channels
- Responsible for accurate forecast, trend analysis and sales strategies so that product availability and price are maximized at all times
- Reacts to any shortfalls against budget and co-ordinate implementation of tactical offers
- Devising the most competitive approach versus competition
- Utilizes rate comparison reports to identify and react to pricing opportunities within the hotels competitive sets
- Possesses Competitor pricing and knowledge for all market segments and seasonal rate positioning within the hotels competitive set
- Consults third party intermediaries to gain maximum exposure & revenue
- Ensures market segmentation definition and proper usage
- Sets & updates rate strategy per market segment on 12 months rolling basis
- Takes charge of producing month end reports with strong emphasis on past, current and future performance analysis as well as action planning
- Collaborates with the General Manager and/or Sales Manager, responsible for challenging and devising revenue management/sales strategies
- Coaches the sales and front desk staff to effectively sell all rates to each of the market segments and be able to demonstrate an understanding of the hotel pricing policies and strategies at all times.
- Develops high contribution distribution channels and has the ability to rapidly understand/highlight market trends
- Ability to analyze market conditions and revenue generating opportunities.
- Analyzes and presents hotel results when required at board meetings and business review meetings

Qualifications:

- 1-2 years prior experience in hotel revenue management preferred.
- Positive attitude and good communication skills
- Commitment to delivering a high level of customer service
- Ability to work under pressure and under own initiative
- Previous experience with Room Master CRS
- Previous experience in sales role with the ability to close a sale preferred
- Knowledge of local hotel markets
- Knowledge of hospitality industry
- Passion for sales and for achieving targets and objectives

BENEFITS:

- Bonus/Incentive programs
- Upward mobility/advancement opportunities
- Health benefits for full-time associates
- Paid time off
- Hotel room discount access

So what's your passion? Please get in touch and tell us how you could bring your individual skills to VIP Hospitality Group.

VIP Hospitality Group is an equal opportunity employer Minorities / Female / Disabled / Veterans