



# Revenue Manager

## Overall Job Purpose

- Develop, lead and communicate the hotel's Commercial Strategy in conjunction with the Managing Director.
- Identify and pursue all areas of revenue maximisation for all revenue streams
- Oversee the day to day management of the Reservations team.
- Responsible for the accuracy and integrity of the commercial analysis and evaluations of decisions within all revenue streams.
- Ensure seamless, timeline reporting of information that supports and enhances the hotel's financial reporting such as forecasting, budgeting and market trends.

## Accountabilities

- Relentlessly identify areas of opportunities and risks within Revenue that add value to the hotels performance.
- Responsible for all Group and M&E pricing that drives bedroom performance and reflects a positive TrevPAR approach.
- Responsible for the day to day management of Sales, enquiries, processes, best practice and pricing for the Hotel Bedrooms, ensuring all enquiries maximise sales and a robust strategy is in place to drive performance.
- Develop and refine robust measurement tools and mechanisms, enabling clear performance benchmarking for all revenue streams.
- To take ownership & accountability for all top line (every revenue line) forecasting, budgeting and reporting.
- With Director of Sales and Marketing (DOSM) work up an annual Sales & Marketing Plan and be responsible for driving key activities to deliver it through the wider commercial team.
- Give DOSW guidance and market insight for rate negotiations for all segments.
- Regular checks of revenue distribution for hotel's positioning, price parity, information accuracy and competition positioning.
- In conjunction with the DOSM, review and manage the relationship with the representation company (Classic British Hotels)
- Performance management for reservations to include regularly feedback on performance, review and ensure a live and up-to-date development plan is in place
- Recruitment and succession planning for reservations.
- Carry out feasibility studies and ad-hoc commercial analysis when required.
- Keep key stakeholders informed of the hotel's commercial performance and commercial activity.

## Qualifications, Skill and Experience

- Min 2 years in leadership role within Revenue management.
- Experience in all of the above areas.
- Intermediate/advanced MS Excel knowledge

- Excellent knowledge of all other MS Office Applications
- Advance knowledge of hotel's distribution systems and in-house systems (PMS)
- Precise analytical skills
- Excellent presentation skills

To apply email Laura Mason with your CV and covering letter to [\*\*laura.mason@lensbury.com\*\*](mailto:laura.mason@lensbury.com)