

Area Director of Revenue (Cluster)
Cooper Hotel Group
US - TN - Memphis

Job Details Job Description: The Cooper Hotel Group, part of Cooper Companies, is currently looking for the perfect candidate for position of Area Director of Revenue Management. The position will be based in Memphis, TN, and will directly manage the revenues for multiple brand hotels, with 25% outside responsibilities.

Responsibilities include:

- Personally conduct Daily, Weekly, Monthly, Quarterly Rev Mgmt tasks for each hotel.
- Provide stable recommendations on pricing, inventory controls, group/account threshold settings, catering to rooms ratios and space release policies.
- Collaborate with Directors of Sales and Hotel Revenue Committees on sell guidelines. Review and approve group proposals for appropriate mix of business.
- Complete Weekly, Monthly forecasts with high level of accuracy.
- Conduct pricing tests in comparison to price resistance, with understanding of all outside factors.
- Provide accurate and consistent reporting for hotel performance and business trends.
- Analyze demand and promptly act on research for highest impact.
- Train on-site staff in systems management and revenue processes.
- Develop open and free-flowing relationship with local Revenue Committees, based on daily communication.
- Position will report to the Vice President of Revenue, as well as individual General Managers.
- Display high level of professionalism through conduct and appearance.
- 10%-20% travel required

Job Requirements:· 3 years Revenue Management experience a must, multi-property a plus.

- Hilton Family systems experience required, including OnQ PMS, RMS and Reservations systems. Ability to efficiently support multiple properties in common daily & weekly tasks.
- Full working knowledge of day to day pricing/inventory strategies.
- Understanding of major RM tools and familiar processes of Competitive/Value/Mix Assessment processes to directly work with and support hotels in all facets of Revenue Management.
- Familiarity with all major 3rd Party sites and other distribution channels, including GDS systems. Experience managing inventory extranets.
- Applicant must be a high energy, motivated and organized individual. Work very well with others in developing strategies toward common goals.
- Excellent oral and written communication skills - ability to communicate and implement company-wide RM initiatives.

- Familiar with standard reservation processes, group procedures. Identify opportunities for better salesmanship and inventory management.
- Strong technical understanding of PMS, Reservations, and Rev Mgmt Systems.
- Fully functional in Excel, intermediate in Word & Powerpoint for hotel training and presentation.
- College degree preferred, or similar work experience
- Progressive resume

Management Position?Yes
Entry-Level Position?No
Work Permit Needed?Applicants who do not already have legal permission to work in the United States will not be considered.
Job Available:Immediately

CompensationSalary Range:

Bonus Plan?Yes

Accommodation?No

Other:Competitive Benefits incl. low insurance premiums, 401k, etc.

ContactCompany Name: Cooper Hotel Group

Reply Online: [Tell me more](#)

Name: Russell Hanover

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Contact Type:Employer

MiscellaneousIndustry Categories : Hotel/Resort

Position Categories : Hotel Manager - Regional/Multi-Unit, Revenue

Management, Rooms - Reservations