

## **Revenue Manager, multi property**

Full time

You are a passionate, self-driven and dynamic professional with a strong background in Revenue Management, Accommodation, Front Office, and Reservations - you have a natural ability to communicate effectively and efficiently to a wide audience, including clients at both an operational and management level.

### **About Pub Rooms**

Hemisphere Hospitality Solutions Trading as Pub Rooms, manages a portfolio of hotels, motels, and pub accommodation ([www.pubrooms.com.au](http://www.pubrooms.com.au)) located in Australia. The hotel/pub portfolio consists of nearly 800 rooms, predominantly located in NSW and QLD as well as all other states.

We are based in Pyrmont, Sydney – at the Cooperage on Sydney Harbour, with access to an indoor swimming pool, tennis courts along with a plethora of coffee shops, restaurants, take-aways as well as beautiful harbourside walks.

At Hemisphere, we understand that our people are our greatest asset. We strive to retain, develop and reward passionate and success-orientated professionals at all levels. In our pursuit for excellence, we encourage entrepreneurial thinking, challenge the status quo, and inculcate a sense of ownership while fostering an environment of transparency, collaboration, respect and integrity among our employees, clients, and business partners.

We are seeking a passionate, self-driven and dynamic professional with a strong background in Revenue Management, Accommodation, Hotel Front Office, and Reservations to join our Pub Rooms accommodation team.

This is a full-time role with having to work, 5 days a week.

### **About the role**

- Maximise overall Hotel revenue through development and implementation of effective inventory and pricing analysis and strategies based on future demand forecasts.
- Analyse and report on market trends for soft and high demand periods and implement strategies to maximise the opportunities.
- Set up Property Management System (PMS) for new clients.
- Establish correct Online Travel Agents (OTAs) individual client targeted towards attracting Business and Leisure market segments.
- Develop the individual hotels revenue management strategy working with the property owner or management team.
- Provide client training on PMS and ongoing support to client staff when implementing systems, policies, and procedures.
- Provide accurate and timely monthly reporting on results and forward strategy.

- Attend onsite property client meetings to ensure ongoing strong customer relationships.

### **About you**

- Previous 3 years' experience of a similar role Revenue / Hotel Reservation related within a cluster hotel chain with highly developed revenue management practices.
- Previous training including certifications in Revenue Management are highly desirable.
- Demonstrated understanding of all online distribution channels – including: OTAs, GDS, property websites and channel management systems.
- Experience with a variety of PMS systems, you will be working with RMS 9+, SiteMinder and Little Hotelier.
- Effectively use analytical skills and revenue best practise, to drive increased property revenue, occupancy, and RevPAR.
- Advanced communication skills both verbal and non-verbal.
- The ability to build relationships at various levels, from bar staff to the property owner.
- A high level of organisation and initiative.
- High level of attention to detail and the ability to work autonomously.
- Advanced level of experience with Excel and Word.
- Strong account management skills with the ability to coach clients (sometimes not experienced in accommodation).
- All Applicants will need to have the rights to work in Australia.

### **Culture and Benefits**

As a team member with us you can expect to receive:

- A competitive management package based on your experience.
- Office hours are Monday to Friday with some after-hours support as required.
- The opportunity to work with industry professionals in an exciting hotel environment.

### **How to Apply**

If you believe you have the drive and skills to succeed in this role, please click the 'Apply Now' button.

We thank you in advance for your interest in this position, however only shortlisted candidates will be contacted for an interview.

**Hemisphere Hospitality Solutions is an Equal Opportunity Employer.**