

Hotel Revenue Manager – LaBelle Management

**Email Resume and Application to:
showard@labellemgt.com**

REVENUE MANAGER – Mt. Pleasant, MI / Traverse City, MI.

LaBelle Management's diversity of concepts is our strength. With several hotel concepts, our employees have tremendous career potential. LaBelle Management's mission statement and values provide the foundation of our "people-driven" business. We are able to blend the best of each of these concepts into one training and development program giving our managers the most comprehensive program possible.

POSITION SUMMARY:

Responsible for developing and implementing revenue management strategies that maximize revenue while growing RevPAR index for a portfolio of 5 hotels (3 franchised and 2 independent hotels). An expectation of weekly revenue meetings and conference calls with hotels in addition to providing daily communications that help reinforce department, brand, and individual hotel revenue goals. Daily tasks include analyzing reports to identify changing trends within each of the hotel markets and changing revenue strategies in response. Successful Revenue Managers interact with Division Manager, General Managers, Director of Sales, and Front Office Managers on a weekly basis. This position reports to the Division Manager. Travel requirements will include hotel visits, training, conference, etc. - up to 10%.

ESSENTIAL JOB FUNCTIONS:

Conduct weekly Revenue Management Business Review Meetings/Calls for assigned properties; Discuss recent market trends, hotel performance, booking pace, sales strategy, and implement action plans for improving RevPAR Index.

Through collaboration with General Managers and hotel ownership, develop pricing strategies for individual hotels utilized brand pricing philosophies and best practices.

Implement, maintain, and analyze performance of hotel rate strategies on a daily/weekly/monthly basis.

Utilize reporting to analyze revenue production by individual segment while providing recommendations on strategy changes to optimize mix of sales.

Continuously monitor competitive set pricing to identify strategy adjustments required to maximize hotel performance.

Communicate with hotels on a daily basis to reinforce existing strategies and pricing updates.

Develop a strong understanding of demand drivers within individual markets in order to implement strategies that maximize performance.

Work with Third Parties to manage inventory and rates.

EDUCATION/EXPERIENCE/SKILLS REQUIRED:

Must Have at Least 2 years of Experience Within Revenue Management

Prior Knowledge of Opera Xpress, Fidelio, One Yield, High Performance Pricing, MARSHA, Fosse, Choice Advantage, Choice Rate Center, and SMART Rates is an advantage

Experience Managing Hotel Rate and Inventory Strategy

Strong Problem Solving and Analytical Skills

Ability to Successfully Manage Multiple Job Functions Under Pressure

Strong Verbal and Written Communication Skills and Detail Oriented

Proficient Knowledge of Microsoft Excel, Word, PowerPoint and Outlook

Independent and Self-Motivated