

Revenue Manager at MGM Muthu Hotels

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Company: JobWebKenya

Location: Kenya

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Job Description

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MGM Muthu Hotels seeks to hire a Revenue Manager to serve as the primary point of contact for hotels in the revenue management program.

Key Responsibilities

Oversee revenue management and distribution strategy of the hotel and manage day-to-day yield operations. Daily pick-up analysis, strategy adjustments and reporting.

Perform competitive benchmark studies and follow market trends.

Create and maintain a 13-month rolling demand calendar.

Analyze overall monthly hotel performance and provide a summary report with recommendations to improve long-term strategies.

Oversee and audit the standards and operations of the reservations department.

Regularly check the input and the quality of data (segmentation, denials tracking, etc...) points.

Responsible for best practice standards to include: competitor analysis; environmental scanning; market modelling; distribution yield management; business mix yield management; length of stay yield management; inventory availability by channel; pricing control and new pricing concepts

Evaluate and maintain the performance of distribution partners and contracted rates (Booking Engine, OTA, FIT, tour operator, corporate, consortia, crew, groups, etc...).

Prepare an outline for and support the annual revenue budget process.

Any other reasonable requests made by management.

Requirements and Skills

Executive and senior management presentation experience is a plus

Excellent analytical and communication skills combined with creativity and innovation

Expert RM Skills with a focus on ADR maximization, GOP optimization through total revenue focus

Minimum 5 years work experience as Revenue Manager in a similar/smaller property

Ability to adapt to a constantly changing market environment

Proficient and knowledgeable in Opera, PMS and Excel

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