



## Revenue Manager

**Location:** Phoenix, Arizona

Oxygen Hospitality is currently seeking an eager and analytical Revenue Manager to join this entrepreneurial, owner-operator hospitality company. Interested applicants ready to join our growing team, please send your resume and cover letter to [careers@oxygenhospitality.com](mailto:careers@oxygenhospitality.com).

**Reports To:** Corporate Financial Analyst

### **Job Duties:**

- Develop and implement revenue management strategies to maximize total revenues for all properties utilizing software systems and manual analysis.
- By understanding market conditions and competition, actively set and update prices to generate room sales, realizing the impact of relative pricing changes on occupancy and ADR.
- Analyze trends and proactively identify opportunities to enhance revenues.
- Track pickup and estimate demand based on historical figures.
- Study historical and current data to continuously forecast for the week, month, and year.
- Provide high level projections to Corporate Financial Analyst detailing weekly, monthly, and annual revenue projections.
- Create draft of revenue budget and support the annual budgeting process.
- Manage inventory, prices, and promotions for all properties on all distribution channels including our brand's websites, 3<sup>rd</sup> Party Sites like Online Travel Agencies (OTAs), and Global Distribution Systems (GDSs).
- Ensure all systems such as PMS, GDS, Channel Managers, and 3<sup>rd</sup> Party Sites are configured correctly and working to their full capacity, reducing parity and lost business.
- Supervise the Sales Managers on group blocks and keep in constant communication with them to create special rates and promotions that will increase revenue.
- Oversee the STR Reports for all properties, ensuring data is correctly reported. Then review and analyze these reports on a weekly and monthly base with Financial Analyst and General Managers, identifying new strategies based on these results.
- Provide consistent updates on hotel performance, segmentation breakdown, changes in ADR, etc. to Corporate Financial Analyst and General Managers.
- Assist Accounting Department on month-end closing, providing revenue figures and Occupancy, ADR, Guests, and Density statistics.

### **Education/Experience Requirements**

- Bachelor's Degree in Hospitality, Finance, Economics, Marketing, Statistics, or related field
- Minimum of five (5) years of experience in a hospitality or hotel revenue management setting
- Must be extremely computer proficient. The candidate must be savvy to effectively work in Microsoft Office (especially Excel), hotel management systems and third-party websites.

- Knowledge of competition sets and industry trends
- Knowledge of hotel technologies: Revenue Management Software, PMS, Channel Manager, STR, etc.
- Excellent interpersonal, written and verbal communication skills
- Ability to work a flexible schedule, including evenings, weekends and holidays
- Strong attention to detail to ensure accuracy and quality
- Ability to travel to various properties as needed

### **Benefits**

- Medical, dental, and vision offered after a qualification period
- Vacation time accrued based on hours worked

**Position Type:** Full-time

### **Disclaimer**

At Oxygen Hospitality, we don't just accept diversity – we seek it, we support it, and we thrive on it for the benefit of our employees, our company, and the communities we serve. Oxygen Hospitality is proud to be an equal opportunity employer, in both our headquarters and hotels. The application will be dealt in the highest confidential matter.

**Job Type:** Full-time

**Send resume with accomplishments for consideration to:** [careers@oxygenhospitality.com](mailto:careers@oxygenhospitality.com)