

Revenue Manager

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Company: Accor

Location: Bahrain

Category: other-general

Company Description

Mantis, part of the Luxury & Lifestyle division of Accor, is a leading, conservation-focused hotel group with curated hotels, eco-lodges and waterways experiences located all over the world. Sustainable travellers have been enjoying eco-tourism, safaris and adventure travel with Mantis since 2000. Rooted in conservation, Mantis pursues sustainable business practices and develops tourism products that are respectful of the environment and communities in which they operate. Whether small and intimate or vast and complex, on a sweeping African plain, beach-side escape or bustling city, each is an exceptional place for guests to find themselves. While uniquely different in the experiences they offer, all are linked through a collective obsession to be extraordinary, to be rare in a world that mass-produces sameness.

Job Description

Revenue Manager

Revenue Manager is responsible for leading the hotel Commercial Strategy team in determining strategic vision. Establishes goals and implements tactical efforts, with the goal of promoting revenue growth generation among key customer segments and revenue centers, and supporting the hotel's brand positioning and image. The role is responsible for data quality and analysis, providing gathered intelligence, and recommending revenue and e-commerce strategies to the Commercial Strategy team, as well as other corporate and ownership entities. In addition, the role ensures that inventory allocation and pricing parameters are

positioned to support the overall revenue goals of the hotel, while assisting all stakeholders in maximizing profit.

What is in it for you:

Unleash the excitement: enticing rewards and unbeatable benefits are waiting for you!

Ignite your skills with our cutting-edge Academies for rapid professional growth.

Cultivate your talents and watch your career flourish, locally and globally.

Drive change through impactful Corporate Social Responsibility activities.

Immerse yourself in a vibrant work environment with extraordinary colleagues.

Join us on a direct path to success as we skyrocket to new heights!

Key Responsibilities:

Leadership and Strategy Development : Leads strategic planning and collaborates with all hotel profit generation teams, effectively communicating a compelling Total Hotel Profit Optimization vision. Actively participates in ownership conversations and presentations while motivating, leading, coaching, and managing all aspects of team members' performance.

Revenue Management and Forecasting: Leverages Revenue Management analytics, technologies, processes, tools, and training programs to create short- and long-term forecasts for pricing and yielding tactics, while monitoring relevant economic, market, and competitive set indicators. Chairs and prepares materials for the weekly Revenue Management Meetings.

Marketing Collaboration and Digital Strategy : Collaborates with the Marketing team to execute, measure, evaluate, and improve digital marketing efforts, while managing performance reviews with OTA/CTO partners and overseeing content management in all electronic channels. Maintains relationships with local market competitors.

Distribution and Channel Management : Maximizes room revenue contribution through understanding of booking channels, while optimizing pricing, promotions, and availability strategies. Directs and manages all channel distribution strategies, and oversees the relationship with GRC and Distribution services teams.

System Ownership and Data Management : Serves as system owner for various hotel-specific

platforms, responsible for data quality and system hygiene, while evaluating extranet enhancements and liaising with the hotel Marketing team for regular updates of images and descriptions.

Qualifications

Qualifications and Experience : Bachelor's degree in Hotel Management, Accounting, Finance, or Mathematics preferred, with a minimum of 2 years of Revenue Management experience. Previous reservation experience highly preferred in Bahrain or the Middle East.

Skills and Abilities : Strong communication skills, both verbal and written, with a dynamic can-do attitude. Possesses strong analytical skills and attention to detail, along with the ability to effectively deal with guests and other team members.

Professional Attributes : Possesses the trait of being organized and capable of multitasking, with the ability to complete work within given deadlines while maintaining confidentiality of proprietary information and protecting company assets.

Software Proficiency : Experience with Ideas G3 RMS, Opera PMS, Passkey, Delphi, or Opera Sales and Catering preferred.

Additional Information

Our commitment to Diversity & Inclusion: We are an inclusive company and our ambition is to attract, recruit and promote diverse talent.

Why work for Accor? We are far more than a worldwide leader. We welcome you as you are and you can find a job and brand that matches your personality. We support you to grow and learn every day, making sure that work brings purpose to your life, so that during your journey with us, you can continue to explore Accor's limitless possibilities.

About Mantis Collection: Mantis is a boutique hospitality group that was founded by conservationist Adrian Gardiner in 2000, with its main focus predominantly in Africa and the Middle East. Mantis grew from Adrian's vision to restore and rewild degraded farmland which he developed into a widely-acclaimed Private Game Reserve. This was the first private game reserve in the Eastern Cape and the beginning of eco-tourism in a poverty-stricken province that had few opportunities outside of commercial farming. Adrian and the Mantis

team successfully created a place where man and nature could co-exist sustainably. From this initial success, the Mantis model was then developed worldwide, understanding that consumers could use the Mantis portfolio as a mark of quality, consistency and character. Today the diverse portfolio of handpicked properties links up to create travel journeys, which offer guests the opportunity to experience the essence of the location in a setting of tailored luxury. Rooted in conservation, Mantis pursues sustainable business practices and develops tourism products that are respectful of the environment and communities in which they operate.

Do what you love, care for the world, dare to challenge the status quo! **#BELIMITLESS**

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