

Valamar Hotels and Resorts are looking for a

DEPUTY DIRECTOR OF REVENUE MANAGEMENT (f/m)

Job responsibilities:

- Maximize accommodation revenue on daily, monthly and annual basis through price optimization, occupancy rate and RevPAR
- Manage optimal business mix of all sales channels
- Analyzes demand by segment, channel and product on the market – controlling booking pace
- Monitors and analyzes local, national and regional trends in the market and the business of competition through price and occupancy rate
- Develops annual revenues budget
- Control and organize monthly and annual revenue forecasting processes
- Defines annual policy price for all sales channels (depending on the calendar effect)
- Defines distribution plan of sales capacity by sales channels
- Follows new trends of technology in the hotel industry
- Participates in the development of technological support necessary for successful revenue management
- Delivers statistical and other reports within the stipulated time
- Prepares daily, weekly, monthly reports as directed by supervisor
- Performs all other duties as directed by the immediate supervisor, within its competence and ability

Education and competence:

- Adequate education in Hospitality, Tourism or related fields
- At least 5 years of working experience on the same or similar jobs (advantage in the hotel industry)
- Experience in managing people (team of 5 or more people)
- Excellent computer skills (Excel, Word, Power Point)
- Excellent knowledge of business systems (RMS, PMS hotel software, BI, CRS)
- High abilities of logical thinking
- Excellent analytical skills, organization and initiative
- Excellent communication and presentation skills
- Proactive in achieving business results
- Experience in strategic planning and execution
- Fluent in English, 2nd language is helpful, Croatian an advantage
- Croatian background and language is a plus
- Active driver's license

If you are an experienced professional looking for a challenging career and excellent promotional opportunities in Croatia, please apply by sending an up to date CV and cover letter in English by email to:

E-mail: human.resources@valamar.com

Job Advertisement – Deputy Director of Revenue Management