<u>Revenue Manager</u>

<u>Great Northern Hotel - London</u>

In the very heart of the vibrant King's Cross area, we provide a welcome and stylish escape, a place to meet, eat, drink, play, sleep and rest from your journey. A luxurious and well-connected base to make the most of London and beyond.

Our restaurant, bars, lounge and meeting facilities are in tune with the ebb and flow of our location. Throughout the day we provide a vibrant and contemporary space to meet friends or colleagues, perfect for the pre or post trip refuel, that business lunch or afternoon tea. As afternoon turns to evening, we become a go-to destination for pre-theatre supper, catch up cocktails with friends or that date night dinner in town.

GNH is hiring a full time permanent REVENUE MANAGER. We are waiting for you so join us and you will get a £500 joining bonus!

Reporting to the General Manager, the Revenue Manager will be responsible for developing and executing effective pricing, distribution, and sales strategies to maximize the hotel's room revenue. The position involves analysing market trends, forecasting demand, and optimizing room occupancy to achieve revenue goals. The ideal candidate will have strong analytical skills, in-depth knowledge of the local market, and the ability to work within Marriott's brand guidelines and corporate revenue management systems.

<u>What's in it for you</u>

Industry leading competitive salary, career investment and plenty of perks …

- 28-days of holidays (inclusive of bank holidays)

- Free meals on duty

- Dry-cleaning

- Workplace pension scheme

- Employee recognition

- Regular social events including our summer and winter parties

- Marriott Worldwide discounted employee/friends and family room rates

- 25% discount among Kaya Hotels

- Discount on Food & Beverage within the hotel's outlet

- Employee Assistance Program, supported by Hospitality Action

Main Responsibilities:

Revenue Strategy Development

·Create and implement dynamic pricing strategies for all market segments

·Develop room rate structures to maximize revenue while maintaining competitive market positioning

·Set and adjust pricing strategies based on demand, seasonality, and competitor behaviour

Forecasting & Analysis

·Analyse historical data and market trends to forecast room demand, occupancy, and revenue

·Provide weekly, monthly, and annual revenue forecasts to hotel management and franchise owners

·Conduct market and competitor analysis to identify opportunities and risks

·Achieve budgeted KPIs and personal goals

·Annual hotel budget writing and financial planning

Revenue Optimization

·Optimize room inventory through yield management techniques

·Monitor and adjust overbooking strategies to manage cancellations and no-shows effectively

·Work closely with the Sales and Marketing teams to ensure promotional offers align with revenue goals

GREAT NORTHERN HOTEL

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TRIBUTE PORTFOLIO

Distribution Channel Management

·Manage the hotel's distribution strategy, ensuring optimal use of OTAs, direct bookings, and third-party channels

·Monitor and maintain rate parity across all distribution platforms

·Leverage Marriott's central reservation and revenue management systems (e.g., One Yield, MARSHA) to optimize room availability

Collaboration & Communication

·Work closely with the General Manager, Sales Director, and other departments to align revenue strategies with overall business objectives

·Report on revenue performance, market trends, and future strategies to franchise ownership.

·Train and support the front office team in executing daily pricing and inventory management tasks

·Conduct weekly revenue meetings, generating reports and analyses required for these meetings

·The responsibility of the hotel's Reservation department

Marriott Compliance

·Ensure all revenue management strategies are compliant with Marriott's brand standards and revenue guidelines

·Maintain accurate data and revenue-related reporting within Marriott's systems

Requirements:

- **Education: Bachelor's degree in Hospitality Management, Business, or a related field**

- **Experience: 2-5 years of revenue management experience in a hotel environment, ideally with Marriott or other international brands**

- **Strong analytical and strategic thinking skills**

- **Expertise in pricing models, forecasting, and market analysis**

- **Proficient in Marriott systems (One Yield, MARSHA) or similar revenue management systems.**

- **Excellent communication and interpersonal skills**

- **Ability to work independently and as part of a team**

Other requirements:

- **Understanding of London's hospitality market, including competitor hotels and events**

- **Strong knowledge of distribution channels and online travel agencies (OTAs)**

- **Advanced Excel skills and experience with revenue management software**

In line with the Asylum and Immigration Act 1996, we do require all applicants to have the eligibility to live and work in the United Kingdom. Documentation will be required at interview stage