



## PR/116854 | Director of Revenue

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1531738

**Industry**

Audit, Tax Accounting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

April 8th, 2025 15:28

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Responsibilities:

- Oversee and take-over revenue optimization schedule as necessary
- Evaluate and improve revenue optimization process
- Recruit new employees as necessary
- Continuously train and improve ability of team in revenue management and general employee management
- Drive the development of an annual budget for top-line revenues, along with strategies to achieve. (Shared responsibility with DOSM)
- Understand hotel competitive market and defined set; relevance to hotel based on market segments,

location, price point, and positioning within the competitor set..

- Responsible for ensuring that effective strategies are in place, accurately executed and being adhered to by revenue generating departments. (Shared responsibility with DOSM)
- Responsible for driving hotel performance to achieve optimal results.
- Partner with sales team members to achieve optimal revenues through sales leads, bookings, placement, etc.
- Responsible for achievement of monthly key metrics: Budget, Forecast Accuracy, RPI. (Shared responsibility with DOSM) depending on market conditions and metric relevance as set by upper management.
- Drive development and execution of strategic pricing strategies and continuously improve strategy and process that is required to execute said strategy.
- Responsible for management of relationships between all OTA and distribution partners.
- Responsible for all inventory management tactics to optimize hotel results – room type stay patterns and sell-through ability, group blocks, etc.
- Responsible for effective communication with hotel-side front office and reservation team and staff to optimize room availability as related to inventory management.
- Responsible for forecasting – day by day, segment by segment and demand forecasting based on revenue management strategy required by upper management.
- Develop and implement effective transient & group pricing and selling strategies.
- Facilitate communication among all revenue team members to ensure all perspectives are considered and strategies understood.
- Ensure all relevant hotel departments and members of the sales team are adhering to all standard work.
- Optimize and distribution partnerships.
- Responsible for the successful implementation and continuous improvements in use of all revenue management related tools such as rms, rate shopping, parity, in-house BI tools.
- Responsible for the maintenance and uptime of said tools and managing all training documentation, training video, integration maps and relevant procedures.
- Responsible for reviewing cost-effectiveness of such tools.
- Build and provide reporting helpful to management, upper and property level.
- Attend and run necessary meetings required for the revenue optimization process.

#### Qualifications:

- Master's degree in business administration or bachelor's degree in any relate filed.
- Knowledge in Revenue Management Software (RMS) : IDEAS DUETTO EZRMS.
- Fluent in English

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#### Company Description