

MichaelPage

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## VP of Revenue - Growing Hospitality Company

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## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1522033

## 業種

ホテル

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

700万円 ~ 900万円

## 更新日

2025年02月17日 14:45

## 応募必要条件

## キャリアレベル

中途経験者レベル

## 英語レベル

流暢

## 日本語レベル

流暢

## 最終学歴

大学卒：学士号

## 現在のビザ

日本での就労許可が必要です

## 募集要項

We are looking for an energetic and analytical Revenue Manager to maximize revenue through the development and implementation of effective inventory and pricing strategies. The successful candidate will have a background in leisure, travel & tourism, and a keen interest in sales and revenue optimization.

## Client Details

Our client is a well-established, large organization in the leisure, travel, and tourism industry. Known for its commitment to providing quality services, it is a market leader in its sector, continuously innovating to offer customers the best experiences.

## Description

- Develop and execute revenue management strategies to maximize profitability.
- Analyze sales figures, market trends, and customer behavior to inform strategies.
- Work closely with the sales and marketing teams to optimize revenue.
- Monitor and adjust pricing and inventory to meet revenue objectives.
- Provide regular sales forecasts and revenue reports for senior management.
- Identify new market opportunities to increase revenue.
- Ensure compliance with company policies and industry regulations.

- Provide leadership and support to the revenue management team.

#### Job Offer

- A competitive salary package, with an estimated range of 7,200,000 to 8,800,000 JPY per annum.
- An inclusive and supportive company culture that values teamwork and innovation.
- Opportunities for professional development and career progression.
- A dynamic work environment within the leisure, travel & tourism industry.
- The chance to make a significant impact in a leading organization.

We welcome candidates who are ready to take on exciting challenges and contribute to our team. If you are a strategic thinker with a passion for sales and tourism, we encourage you to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

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#### スキル・資格

A successful Revenue Manager should have:

- A Bachelor's degree in Business, Finance, or a related field.
- Experience in revenue management, preferably in the leisure, travel & tourism industry.
- Strong analytical skills and a data-driven approach to decision making.
- Excellent leadership abilities, with a focus on team collaboration and performance.
- Proficiency in revenue management software and tools.
- Excellent communication and negotiation skills.

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#### 会社説明

Founded in 2019, this hotel and travel startup manages 10+ properties in Kansai and plans expansion across Japan. The company fosters a diverse, collaborative environment, using in-house technology to enhance efficiency and maintain a personal touch.