

Job Details

Job Description: The Cooper Hotel Group, part of Cooper Companies, is currently looking for the perfect candidate for position of Cluster Director, Revenue Management. The position will be based in the Fort Myers, Florida area, and will directly manage the revenues for three, similarly branded hotels in the area. The Cluster Director will be a hands on member of each hotels' Revenue Committee, and will report to the individual General Managers of each property, the Corporate Director of Revenue Management, and Regional VP of Operations.

Job Responsibilities Include:

- * The primary responsibility is to optimize hotel room and catering revenues by working closely with the Revenue Committee members at each hotel and implementing strategies agreed upon by this team. Monitor all distribution channels to ensure effective selling.
- * Personally conduct Daily, Weekly, Monthly, Quarterly Rev Mgmt tasks for each hotel.
- * Facilitate Weekly Sales and Revenue Strategy meetings
- * Coordinate and assist with Group, Rate Plan, and Reservations entry for each of the hotels.
- * Provide stable recommendations on pricing, inventory controls, catering to rooms ratios and space release policies.
- * Collaborate with Director of Sales and Hotel Revenue Committee on sell guidelines. Manage group/account threshold settings,
- * Review and approve group proposals for optimum mix of business.
- * Complete Weekly, Monthly forecasts with high level of accuracy.
- * Conduct ongoing competitor price/product analyzes to ensure proper rate positioning and performance.
- * Provide accurate and consistent trend and performance reporting for all hotels.
- * Work with Market Managers for all Third Party Merchant websites, developing and nurturing priority relationships in behalf of area hotels.
- * Analyze demand and promptly act on research for highest impact.
- * Train on-site staff in systems management, reservations and revenue processes.
- * Develop open and free-flowing relationship with assigned Revenue Committees, based on daily communication.
- * Work with Corporate Director of Revenue Management in implementing Revenue Management programs and initiatives at assigned hotels.
- * Display high level of professionalism through conduct, presentation and appearance.
- * Requires frequent area commute (hotels within close proximity), and minimal out of town travel.

Experience / Skills Needed:

- * Strong Analytical and Revenue Management skills.
- * 3 years Revenue Management experience a must, multi-property a plus. Hilton Full Service & Focus Service preferred.
- * Hilton Family systems technical experience preferred, including OnQ Revenue Management, Forecast, PMS, and Reservations systems.
- * Familiar with standard reservation processes, group procedures. Identify opportunities for better salesmanship and inventory management.
- * Organizational abilities to efficiently support multiple properties in common daily & weekly tasks.
- * Full working knowledge of day to day pricing/inventory strategies.
- * Understanding of major RM tools and familiar with Competitive/Value/Mix Assessment processes to directly work with and support hotels in all facets of Revenue Management.
- * Familiarity with all major 3rd Party sites and other distribution channels, including GDS systems.
- * Experience managing 3rd Party inventories.
- * Applicant must be interpersonal and a highly motivated and organized individual. Work very well with others in developing strategies toward common goals.
- * Excellent oral and written communication skills - ability to present and implement company-wide RM initiatives.
- * Fully functional in Excel, intermediate in Word & Powerpoint for hotel training and presentation.
- * College degree preferred, or similar work experience
- * Progressive resume

Salary or Hourly Position? Salary

Work Permit Needed? Applicants who do not already have legal permission to work in the United States will not be considered.

Job Available: Immediately



Compensation

Salary Range: Negotiable

Bonus Plan? Yes

HOTELS

Other: Low Medical Insurance Costs, Mileage Reimbursement, 401k w/ match, Life Insurance, Dental Insurance Options, Vacation, Travel Discounts

Contact

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