

## Job Details

**Job Description:** Cooper Hotels ([www.cooperhotels.com/careers.php](http://www.cooperhotels.com/careers.php)) is currently looking for an experienced Director of Revenue Management for our beautifully renovated Hilton hotel in North Orlando, located in the upscale Altamonte Springs area. The position will directly manage the revenue for this upscale hotel with 311 rooms and many amenities. The Director of Revenue Management will report to the General Manager, and serve as head of the Revenue Committee.

**Job Responsibilities Include:**

- \* Personally conduct Daily, Weekly, Monthly, Quarterly Rev Mgmt tasks for each hotel.
- \* Provide stable recommendations on pricing, inventory controls, group/account threshold settings, catering to rooms ratios and space release policies.
- \* Collaborate with Director of Sales and Hotel Revenue Committee on sell guidelines. Review and approve group proposals for pricing and appropriate mix of business.
- \* Complete Weekly, Monthly forecasts with high level of accuracy.
- \* Conduct pricing tests in comparison to price resistance, with understanding of all outside factors.
- \* Display high level of professionalism through conduct and appearance.

**Experience / Skills Needed:**

- \* 2 years Revenue Management experience a must, full service Hilton brand experience a plus.
- \* Full working knowledge of day to day pricing/inventory strategies.
- \* Understanding of major RM tools and familiar processes of Competitive/Value/Mix Assessment processes to directly work with and support hotels in all facets of Revenue Management.
- \* Applicant must be a high energy, motivated and organized individual. Work very well with others in developing strategies toward common goals.
- \* Excellent oral and written communication skills - ability to communicate and implement RM initiatives.
- \* 'Go the second mile' approach to customer service, with an energetic welcome.
- \* Familiar with standard reservation processes, group procedures, resources for research. Identify opportunities for better salesmanship and inventory management.
- \* Fully functional in Excel, intermediate in Word.
- \* 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, based on experience

**Bonus Plan?:** Yes

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

## Contact

**Contact:** Human Resources

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