



Area Revenue Manager

MasterBUILT® Hotels develops, builds, manages and invests in best-in-class, select service hotels across Canada. MasterBUILT lives and breathes hospitality, developing more ground up hotels than other company in North America. As a Gold Standard winner of Canada's Best Managed Companies, MasterBUILT believes in investing in the development of talented people with a passion for delivering exceptional results and a desire to learn and grow.

Reporting to the Senior Manager, Revenue Strategy, the **Area Revenue Manager** will be responsible for optimizing and maximizing opportunities to drive revenue across the company's entire portfolio of managed and owned hotels. This position will be an integral part of the team, as it develops, implements and monitors revenue strategies.

To be successful, the Area Revenue Manager will need to thrive in a fast-paced environment where results, recognition and reward all go hand in hand. This remote / home-based position is open to any location within Canada and may require occasional travel and office presence.

RESPONSIBILITIES:

- Oversee the revenue management and distribution strategy of a portfolio of dedicated properties
- Work alongside hotel General Managers to manage day to day yield operations
- Facilitate regular Revenue Management meetings with each of your dedicated hotels
- Execute pick-up analysis, strategy adjustments, and reporting
- Perform competitive benchmark studies and follow market trends
- Develop pricing strategies in conjunction with the needs for each individual hotel
- Ensure all related systems are configured correctly, validated, and working to full capacity
- Oversee and audit the standards and operations of hotel reservations
- Ensure web booking process is maintained up-to-date and functional
- Embed a revenue management culture
- Additional requests and tasks as required

QUALIFICATIONS:

Experience Required

- Hotel operations experience
- Demonstrated knowledge of hotel operations, revenue management and hotel sales
- Possess multi-property, service operations and limited service experience

- 2 - 4 years of hands-on Hotel Revenue Management experience in a roll responsible for this function.

Mission Critical Competencies

- Strategic thinker with a proven history in hotel analytics
- High level of motivation, determination, and commitment
- Skilled at establishing effective relationships with customers and team members, promoting openness, trust and confidence
- A strong command of both written and spoken **English & French** is required.
- Excellent written and verbal communication skills; the ability to convey information and ideas through a variety of media
- Must be proficient with various computer systems and program, file structures and operations
- Ability to travel on occasion / as needed

Desired Education

- Bachelor's Degree in business or hospitality management considered an asset
- Technical Diploma in Revenue Management or other appropriate Hotel & Restaurant Management discipline

MASTERBUILT OFFERS:

- A compensation package that provides incentives and rewards performance
- A flexible benefits package that supports various personal/family situations and work environments
- A rewarding corporate culture that fosters a positive team and family spirit
- A cooperative management team that is strategic and forward thinking
- A fast-paced environment with opportunities for advancement

TO APPLY:

While we know a ton about you already, send your resume to your direct manager and submit your resume to <https://masterbuiltsuperior.bamboohr.com/jobs/view.php?id=84>. All internal candidates will be given an opportunity to interview and demonstrate their skills. We wish all candidates good luck and are truly thankful for those who decide to step up!