

‘WE ARE WHAT WE REPEATEDLY DO.
EXCELLENCE, THEREFORE, IS NOT
AN ACT BUT A HABIT’.

- Aristotle

VACANCY - REVENUE EXECUTIVE

Basis - Full Time

Closing Date - 30th May 2024

Job Summary

We are seeking a detail-oriented and results-driven Revenue Executive to join our team. The Revenue Executive will be responsible for overseeing all aspects of revenue management, following operational and strategic plans, and maximizing occupancy and revenue in line with targets and profit improvement plans. The ideal candidate will have experience in hotel software systems, exceptional analytical skills, and the ability to efficiently communicate within sales and reservations departments.

Key Responsibilities

- Oversee all aspects of revenue management, including building financial budgets and targets.
- Maximize occupancy and revenue in line with targets and profit improvement plans.
- Control and oversee inventory and group requests.
- Monitor market trends and prepare daily and weekly reports.
- Communicate effectively within the sales and reservations departments.
- Develop pricing strategies to optimize revenue opportunities.
- Utilize revenue management tools to forecast demand and set pricing strategies.
- Collaborate with cross-functional teams to align on revenue goals and strategies.

Requirements

- Experience in hotel software systems (iHotelier, SynXis and a good understanding of cloud-native PMS's.)
- Computer literate with proficiency in Excel.
- Analytical thinker with previous reservations and yield management experience.
- Strong communication and interpersonal skills.
- Bachelor's degree in Business, Hospitality, Economics, or related field.

If you have a proven track record in revenue management, possess the required technical skills, and are passionate about driving revenue growth in a dynamic hospitality environment, we invite you to apply for the position of Revenue Executive with our team.

The Grand Hotel Excelsior is an equal opportunity employer and values diversity in the workplace. We encourage individuals of all backgrounds to apply and send their CV at hr@excelsior.com.mt. or by post to Human Resources Department, Grand Hotel Excelsior, Great Siege Road, Floriana FRN 1810



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Preferred
HOTELS & RESORTS

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