



Location **Saudi Arabia**

JobCode **201201-1922**

## Cluster Director of Revenue

### Property Information

This luxury hotel epitomizes the ultimate in modern elegance. They have elevated the art of personal service to new levels by offering six distinct award-winning restaurants, over 300 guestrooms that blend international contemporary luxury with a hint of local design. As well as offering a unique 24-hour butler service.

### Brief Job Description

- Responsible for maximizing room revenue and yield penetration for at least 3 hotels in all market segments
- Is responsible for a competent team of Sales Agents selling the different hotels' rooms, restaurants and conference & banqueting products via the telephone.
- Also responsible for the weekly and monthly forecasting of rooms, F&B and C&B as well effective yield management of all of these products to assist in the achievement of the monthly Revpar, Rooms, F&B, C&B revenue targets of the hotels.
- Another key responsibility is to ensure that each member of his team possesses the relevant selling skills and sales product knowledge in place to assist in achieving predetermined goals and targets. This is to be achieved through regular sales evaluation and sales training in coordination with the Director of Sales.
- It is the responsibility of the Director of Revenue to arrange the monthly statistical reports as instructed that are required for the hotels' Executive Planning Committee.

### What is expected from a suitable candidate

- At least 2 years experience in a similar role, preferably in the Middle East.
- Detailed understanding of Opera Property Management Systems
- Detailed understanding of Global Distribution Channels and Systems
- Detailed understanding of F&B and C&B concepts and pricing
- Detailed understanding of Reservations Call Centre Operation
- Ability to analyze data and take the appropriate remedial action
- Personal skills must include: self-motivator, team-player, innovative, pro-active, revenue and customer focused. Also strong sales skills would be an advantage.
- He must be able to fully understand a Hotel Profit & Loss statement and implement remedial actions to support any revenue issues that are restricting hotel performance.
- He must also be familiar and competent with excel and MS office.
- Strong management skills.
- Excellent customer service skills
- Fluent in English, preferably also fluent in Arabic

### Remuneration package and job related information

Preferred Starting Date:	<b>February or May 2012</b>
Remuneration Package:	SAR 13.500 – 17.000 per month - 12 months per year
VISA Requirements (if any):	Open to all nationals



Interested Professionals please send your:

**Complete Resume or Curriculum Vitae**  
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