

**WYNDHAM
• DESTINATIONS**

Group Revenue @ Distribution Manager

Job Information

Hiring Company[Travel and Leisure Japan Limited](#)**Job ID**

1456958

Industry

Hotel

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

4.5 million yen ~ 7 million yen

Refreshed

January 5th, 2026 02:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

POSITION REPORTS TO:

Head of Hospitality, Wyndham Destinations Japan

POSITIONS REPORTING TO THIS POSITION:

N/A

STAKEHOLDERS & KEY RELATIONSHIPS:

- Wyndham Corporate Office
- Regional Sales & Marketing team
- Finance
- Resort/Hotel General Managers
- Resort/Hotel Operations Manager

PRIMARY OBJECTIVES:

To actively contribute to the company vision of making holiday dreams come true by leading and inspiring robust revenue management practices within the business. Be responsible for overseeing the implementation of revenue & distribution strategies for Japan. Achieve and exceed where possible the revenue targets as budgeted for each managed property, with primary emphasis on RevPAR, hotel occupancies & room rate and secondary importance on food, beverage and other revenue streams at each property.

PRINCIPAL RESPONSIBILITIES: (Include but not limited to:)

- Help properties pro-actively manage business into each of their key market segments with a primary emphasis on room's revenue, and secondary emphasis on F&B and other revenue streams.
- Continuously seek ways to improve financial performance at each of the key managed properties.
- Oversee the revenue and distribution department, its team members, processes, policies, programs and ongoing development.
- Provide ongoing training, guidance and support to the onsite property teams in relation to revenue & distribution management.
- Help develop, manage and generate daily, weekly, monthly department performance reports for distribution to relevant stakeholders.
- Attend relevant training as required in relation to the role.
- Maintain systems and procedures to minimize risk of potential legal action against the business.
- Develop and implement short & long term revenue management goals.
- Work with properties to develop, maintain and amend accordingly their dynamic pricing modules to ensure effective yield management.
- Ensure that Wyndham Hotel Group is competitively positioned within the marketplace.
- Maintain knowledge of all sales activity at each of the key managed properties to ensure effective yield management is in place to achieve and exceed budgets and forecasts.
- Work with properties to develop, monitor, and adjust sales and pricing strategies.
- Provide critical analysis of strategies, room's statistics and demand factors.
- Ensure properties Implement appropriate inventory distribution strategies and maintain accurate rates and inventory allotments across all platforms.
- Spearheads troubleshooting and resolution of any Channel Manager, GDS, WHG rate loading issues as they occur.
- Participate in the preparation of rolling forecast and annual budgeting process for managed properties where applicable.
- Ensure that all reports are accurate and consistent.
- Ensure that all revenue management related systems are maintained.
- Support the properties in completing monthly audits making sure that all systems are being utilized effectively.
- Set up regular revenue management and S&M meetings to ensure effective communication of strategies and need periods.
- Create and manages the training program of new hires to the revenue management team.
- Help prepare training materials, training schedules, and systems training for all team members.
- Oversee the set-up (pre & post) of new properties in terms of Revenue & Distribution requirements
- Work with our US counterparts and US head office to ensure we are aligned with their revenue management & distribution strategies globally.
- Assist with the implementation of any new distribution or revenue management systems & software at both group and property level. Show a 'hands-on' approach in daily routine and build strong and productive. relationships with all internal and external stakeholders.
- Carry out tasks as may reasonably be requested by the Senior Director Revenue. Adhere to all policies and procedures relating to Workplace Health and Safety ensuring the safety of yourself and all other people who may be affected by your conduct in the workplace.
- Display a Count On Me! service to all internal and external parties.
- Display innovation through inspiring, creating and improving processes and products.
- Show integrity in all aspects of the position by doing the right thing, taking responsibility and delivering on the promise.
- Display leadership values by ensuring effective communication and respecting your peers and managers. Support others within the team and empower each other wherever possible.
- Carry out other tasks delegated by Head of Hospitality.

Required Skills**KEY POSITION CRITERIA:**

- Excellent interpersonal skills and the ability to work well with co-workers and the public.
- Excellent organization and communication skills (both written and verbal)
- Customer service focus
- Effective time management
- Accuracy and attention to detail
- Strong analytical skills

- Sound knowledge of job related information technology
- Demonstrated management skills, including leadership, organization, communication, control
- Good functional knowledge of the day to day Management and operations of a Revenue Management Department
- Commercial attitude and proactive sales approach
- Ability to analyze data and identify significant trends
- Sound knowledge of types and sources of business
- Ability to introduce change effectively
- Good knowledge/understanding of accommodation drivers and distribution systems
- Advanced skills in Microsoft Office applications
- Demonstrated ability to multitask and co-ordinate a number of projects simultaneously
- Work with a high level of accountability with a results orientation.
- Ability to work well both independently & as part of a team to achieve goals & targets
- Flexibility to adjust to the changing needs of the business, taking on new ideas, initiatives, brands and responsibilities as they are presented
- Self-starter, exhibiting initiative, confidence, professionalism & good judgment
- Excellent presentation at all times.
- Experience in a similar role i.e Multiple property or portfolio Revenue Manager responsibility of more than 1 hotel or business unit or revenue streams
- Proven achievement of rooms revenue goals & growth
- Ability to work with other divisions & managers within the company
- Ability to effectively manage staff and ensure a cohesive approach to selling all group properties
- Ability to effectively communicate both verbally & in writing – strategies and results as required to Senior Management
- Ability to work under pressure and meet deadlines as required.
- Business level Japanese verbal and written.
- Conversational English.
- Background with good understanding of Japanese Channel Management system.
- Ability to travel for more than 2 weeks domestically and internationally.

Company Description