

MichaelPage

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Head of Revenue (Cluster)- Kyoto

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Job Information

Recruiter

Michael Page

Job ID

1543573

Industry

Hotel

Job Type

Permanent Full-time

Location

Kyoto Prefecture

Salary

Negotiable, based on experience

Refreshed

June 4th, 2025 11:02

General Requirements

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Manage revenue strategies for 7-8 newly opening hotels in Kyoto, optimizing pricing, distribution, and forecasting to maximize profitability. Collaborate with leadership to drive business growth and improve overall revenue performance.

Client Details

A leading global hospitality group, managing multiple properties and planning for further expansion in Japan.

Description

- Develop and implement revenue management strategies to optimize pricing and occupancy.
- Analyze market trends and competitor data to identify opportunities for growth.
- Collaborate with sales and marketing teams to align strategies with revenue goals.
- Oversee performance metrics and provide actionable insights to stakeholders.
- Ensure accurate reporting and analysis of revenue performance data.

Job Offer

- Competitive salary

- Opportunities for professional growth and career expansion within the company

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

Required Skills

A successful Revenue Manager should have:

- A strong background in revenue management within the Hospitality industry
 - Proficiency in analyzing data to drive strategic decisions.
 - Experience with hospitality revenue management systems and tools.
 - A solid understanding of market dynamics and pricing strategies.
 - A results-oriented mindset with a focus on achieving targets.
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Company Description

A leading global hospitality group, managing multiple properties and planning for further expansion in Japan.