



PR/119131 | Revenue Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1580408

Industry

Audit, Tax Accounting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 03:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

Revenue Management & Strategy

- Develop and execute revenue strategies to maximize RevPAR, ADR, and occupancy across all market segments.
- Analyze market trends, competitor pricing, demand patterns, and booking pace to adjust pricing strategies proactively.
- Manage room inventory, rate parity, and distribution across OTAs, brand website, and direct channels.
- Prepare weekly, monthly, and quarterly revenue forecasts and performance reports.
- Lead regular revenue meetings and advise management on strategic commercial decisions.

Reservations & Distribution

- Oversee the reservations team to ensure accurate bookings, excellent customer service, and efficient workflow.
- Ensure reservation processes align with hotel standards and deliver a seamless guest booking experience.
- Maintain and optimize PMS, CRS, and channel manager configurations.
- Monitor OTA performance, content accuracy, promotions, and availability.

Reporting & Analysis

- Review daily pickup reports, pace reports, market intelligence, and forecast accuracy.
- Identify risks and opportunities, making timely recommendations to management.

Qualifications

Education & Experience

- Bachelor's degree in Finance, Business management, Economics, or a related field.
- Minimum 5-7 years of experience in revenue management or reservations within the hotel industry; boutique or lifestyle hotel experience is a plus.
- Strong understanding of revenue management principles, distribution channels, and hotel analytics.
- Strategic thinker with strong analytical and problem-solving abilities.
- Ability to work under pressure, manage multiple priorities, and make decisions based on real-time data.
- Excellent communication and interpersonal skills; able to collaborate effectively with cross-functional teams.
- High attention to detail with strong organizational skills.
- Proficiency in revenue management systems, channel managers, PMS, CRS, and OTA extranets.
- Comfortable with dynamic environments and able to adapt quickly to changing market conditions.

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Company Description