

SECTION L

We are looking for Senior Revenue Manager in Hospitality!

Collaborate with cross-functional teams

Job Information

Hiring Company

[Section L](#)

Job ID

1586873

Division

Commercial

Industry

Hotel

Company Type

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

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

6 million yen ~ 11 million yen

Work Hours

基本 10:00 ~ 19:00 (時差出勤も可能)

Holidays

土日・祝日

Refreshed

May 21st, 2026 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

Position Summary

The Snr / Revenue Manager is responsible for maximizing revenue and profitability by implementing data-driven pricing, forecasting, and market analysis strategies. This role collaborates with sales, marketing, and finance teams to ensure optimal pricing, distribution, and demand management.

Key Responsibilities

Revenue Strategy & Pricing Optimization

- Develop and implement revenue management strategies to optimize profitability.
- Analyze historical data, booking trends, and market conditions to adjust pricing strategies.
- Implement dynamic pricing models and yield management techniques.
- Work within Commercial team to align pricing and promotional efforts.
- Monitor revenue performance and adjust strategies based on demand fluctuations.

Data Analytics & Performance Monitoring

- Track and report on key revenue performance indicators (KPIs).
- Provide revenue forecasts and business performance analysis.
- Identify revenue leakage and recommend process improvements.
- Develop dashboards and automated reports for real-time decision-making.
- Use predictive analytics to refine revenue management strategies.

Sales & Distribution Channel Management

- Mentor Distribution Manager on optimization of distribution channels, including direct sales, OTAs, and third-party platforms.
- Evaluate with Distribution Manager, commission structures and partnerships with key distribution partners.
- Work with the Distribution Manager on booking conversion rates. Guide the Distribution Manager on implementation of direct booking strategies to reduce dependency on intermediaries.

Competitor & Market Analysis

- Conduct competitive benchmarking and industry trend analysis.
- Identify opportunities to adjust pricing and distribution based on market shifts.
- Work with Commercial to enhance positioning based on competitor insights, identify trends, develop actionable insights, and inform strategic decisions for the Commercial team
- Adjust revenue strategies in response to economic changes.
- Collaborate with the finance team to align financial planning with revenue targets.

Stakeholder Collaboration & Leadership

- Work closely within Commercial team as well as operations, real estate and finance teams to align revenue goals and help support and drive revenue initiatives.
- Train and support teams on revenue management best practices.
- Provide insights and recommendations to Group Director Commercial and senior leadership.
- Lead revenue strategy meetings to review forecasts and performance metrics.
- Ensure compliance with revenue reporting and financial regulations.

Additional Responsibilities

The responsibilities outlined above provide a general overview of the role; however, additional duties may be assigned at management's discretion to meet the evolving needs of the business. Flexibility and adaptability are essential, as team members may be required to take on new tasks that contribute to the overall success and efficiency of the company.

Required Skills

Qualifications:

- Bachelor's degree in Business, Finance, or a related field.
- 6-10 years of experience in revenue management
- Strong understanding of revenue management systems and data analytics.
- Experience with demand forecasting, dynamic pricing, and market segmentation, ideally within the hospitality industry.
- Fluent in both English and Japanese both verbal and writing.

Key Skills & Attributes:

- Strong analytical and problem-solving skills.
- Ability to interpret complex data and make strategic recommendations.
- High proficiency in revenue management and business intelligence tools.
- Strong communication, collaboration and stakeholder management abilities. Ability to work in a fast-paced, revenue-driven environment.

Company Description