



PR/119131 | Revenue Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1580408

業種

監査・税理士法人

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2026年04月14日 04:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

会社説明