



## 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28日 15:00

### 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.

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会社説明