

**Position:** Cluster Revenue Manager

**Location:** Nairobi

**Where:** Pridelnn Hotels, Resorts & Camp

**Employment Terms:** Full time

### **Company Description**

Pridelnn Hotels Resorts & Camps, one of Kenya's fastest-growing indigenously owned hospitality brand founded 10 years ago, with footprints in 5 counties operating 7 hotels and a camp s urgently seeking a suitable candidate to fill in the position of Revenue Manager.

### **Responsibilities**

- Monitor rates charged on Room, F&B outlets, Function rooms and MoDs and ensure right rates are applied.
- Prepare reports for revenue meetings.
- Analyze data and advise on strategies to adopt.
- Perform competition analysis.
- Monitor occupancy levels and advise on rates and distribution.
- Evaluate performance of distribution partners and various market segments.
- Maintain a yearlong pick up report to be shared daily with units.
- Responsible for unit revenue KPIs- ADR, RevPar, Occ%, Conference covers, Restaurant and Bar covers.
- Responsible for upsell policy and strategy.
- Utilize RMS optimally by sharing insights to relevant teams.

### **Qualifications and Suitability**

- Candidate should have a Bachelor's degree in Business or hotel management or other related field, ideally with significant coursework in a quantitative discipline

- Candidate must have excellent analytical skills and must fully comprehend the travel industry distribution landscape. This includes third party channels, GDS, central reservation systems, and property management systems. RMS, PMS, CRS, distribution channels (OTA, metasearch, GDS, channel managers, etc.)
- Strong verbal and interpersonal skills are imperative as the candidate will interact remotely with hotels, interact frequently with corporate brand representation, and will coach direct reports on revenue management best practices.
- Candidate must be able to effectively communicate ideas in verbal and written presentations.
- The right person for this position will have a demonstrated ability to lead initiatives and show skills in follow up, multi-tasking, leadership and accountability for team actions.

### **How to Apply**

Send your Cover Letter and updated CV to [gtm@prideinn.co.ke](mailto:gtm@prideinn.co.ke)

clearly indicating the job title, by 26<sup>th</sup> July 2022