

THE FULLERTON

HOTELS AND RESORTS

Revenue Analyst

The Fullerton Hotel Sydney

JOB RESPONSIBILITIES

- Assist the Director of Revenue (DORM) in ensuring that the hotel has the optimal mix to maximise revenues and profitability.
- Support the Director of Revenue in ensuring that pricing decisions are appropriately uploaded into the distribution channel strategies of the hotel, specifically for brand websites, third parties and GDS.
- Assist in providing analysis to of Group Pricing Evaluations to support DORM and Sales Managers.
- Assist with reports and analysis on topics discussed in the fortnightly revenue strategy meetings.
- Take a leadership role in driving implementation and utilisation of various tools as required for the benefit of the hotel and the revenue management process.
- Assist with generation of key strategic issues such as channel performance, ROI of promotions.
- Assist with rate loading for corporate and retail pricing.

JOB REQUIREMENTS

- Must possess excellent computational skills including Microsoft programs and hotel systems.
- Ability to hold one's opinion in a group environment.
- Ability to analyse and interpret basic financial/market data.
- Analytical and numerical skills.
- Business acumen.
- Ability to present ideas / large volumes of information in a clear/concise manner.
- Professionalism including presentation and grooming.
- Good Communication Skills (Written and Verbal).

To apply for the above position, please send your full resume to fsy.talent@fullertonhotels.com