



GCH HOTEL
GROUP

You want to break new ground, face new challenges and show yourself what unexpected talents are hidden in you? You are open to new situations and even most difficult tasks appear to be feasible? Then let your charm lead you to the suitable job offer!

GCH Hotel Group ranks as one of the leading hotel management companies in Europe. The company has more than 15,500 hotel rooms at its disposal and welcomes more than 3 million guests annually. Most of the hotels within the company marketed under prestigious renowned brands such as Wyndham, TRYP by Wyndham, Days Inn, Radisson Blu, Best Western, Mercure, Ibis, Park Inn, Crowne Plaza and Holiday Inn.

At GCH Hotel Group we know that a company's most important resource is its employees. The team's expertise and personal dedication are pivotal to success. For this reason, the GCH Hotel Group makes a point of investing in the training and further development of its employees.

GCH Commercial Campus

Our educational program: Revenue Management Trainee

Revenue Management Department of the GCH Hotel Group, offering a program with a lot of responsibility and at the same time a high degree of professionalism. Our team is full of experienced professionals, with a lot of technical understanding, enthusiasm and great team work environment.

About the program:

Our 12-month learning program will run within the region, together with 3 weeks cross training in Berlin, and additional 3 months of "Trial & Error". The training will be accompanied by regional leader and training manager, which will allow professional feedback process, and include participating in networking and training events.

The program includes introduction to GCH structure: revenue structure, cooperation between departments and departments standards, channel management and acquaintance with industry leading tools.

Benefits of the program:

- 2100 € salary per month
- Company car
- GCH regular benefits
- Professional development:
 - ❖ Acquire calculating skills (allotment & displacement analyses)
 - ❖ Developing individual strategies for reaching targets
 - ❖ Experience in partner relationships, evaluations, forecast and budget processes, cross selling and group & mice requests.
 - ❖ Acquaintance with Revenue management tools as Fairmas, HQ+, Opera, Fair Budget, Extranet, SiteMinder as a channel manager, rate set up, hotel packages, online distribution and parity issues
 - ❖ Learning analyzing market & source codes in order to identify target groups and source of reservations for strategic pricing
 - ❖ Soft skills training- rhetoric's, empathy, charisma, presentation skills, ability to deal with pressure, time management and planning, reporting and team playing

Qualifications and Requirements:

- Completed studies within hospitality or tourism
- Fluent English and German language
- Microsoft Office – professional knowledge of Excel, Power Point and Word
- High motivation
- Abilities of self and time management, as well as multi-tasking, team playing and the ability to work unsupervised
- Rhetoric and presentation skills
- Analytical capability
- Business dress code and etiquette

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We make everything possible!