



## Group Manager Revenue (m/w/d) - Corporate Office

Ruby is a young, fast growing hotel group with existing hotels in Germany and Austria as well as many other projects under construction throughout Europe. The Munich-based group led by founder and CEO Michael Struck is breaking new ground with its Lean Luxury philosophy: a location in the heart of the city, top design and high-quality furnishing. Through a lean organization and concentration on the essentials, Ruby creates a contemporary, affordable form of luxury for modern, cost- and style-conscious customers.

### **Duties and responsibilities that will excite you at Ruby, as you will be:**

- responsible for the daily optimisation of the rates and restrictions for three hotels
- processing group inquiries
- creating, maintaining and optimising external distribution channels
- checking the parity of rates and doing benchmarking
- looking after the implementation of promotions
- analysing various KPIs and creating the budget
- determining long-term strategies to secure the company's performance
- planning and conducting yield meetings

### **Get in touch, if you have/are:**

- professional training or completed studies in the field of hotel management
- a minimum of two years experience in a similar position
- experience with common distribution channels
- good knowledge in the field of revenue management for hotels as well as for 'extended stays'
- know-how about promotions and flash sales
- excellent numerical reasoning as well as analytical skills
- high degree of commitment and self-motivation
- dependability and very good planning and organisational abilities
- a high sense of responsibility and quality consciousness
- dependability and very good organizational skills
- a team player and team leader with high social competence
- good working knowledge of MS Office, especially of Excel
- proficient written & spoken German and English skills

### **Ruby offers you:**

- permanent contracts, since you will be part of our family from day one
- plenty of room for creativity and innovation
- travel opportunities - domestically and abroad
- an opportunity to work in a truly exciting and expanding hotel collection and to be part of new hotel openings
- staff rates for you, your family and friends in all our Ruby Hotels
- corporate benefits
- a stylish working place in the heart of the city, [take a look](#) for yourself

- team and afterwork events in a relaxed atmosphere
- communication as equals instead of hiding behind formalities

### **Lean Luxury philosophy in the soul with the Ruby Spirit at heart.**

**Diversity and being different** is important to us, which is why we strive for a team where the **most diverse bunch of people** can find their place. With us, you should **be yourself**. Everyone brings their own rhythm and their own melody. This is how **our unique groove** comes to life. Did we mention, that **we love music**?

As a team, we want to be **the best at what we do**. And we like to walk **off the beaten path** to do so.

We **enjoy what we do** and don't take ourselves too seriously. We prefer **talking as equals** with each other as well as with our guests, instead of hiding behind titles and formalities. We're all united in our wish and goal: to give everyone – employees, guests and clients – **the feeling of having arrived**, where the **real heart of the city** beats.

We're not looking for a perfect CV, but rather a **personality, which fits to our team**. Sounds interesting? Apply now.

**Become part of our team – Make it your own story!**

Do you have any questions? Feel free to reach out to our HR team under +49 89 12 50 952 20 or apply directly online.

**[www.lean-luxury.com](http://www.lean-luxury.com)**

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Jetzt bewerben

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