



## **Cluster Revenue Manager - Central Service Office Event hotels - Amsterdam**

You are all about results! You enjoy pushing the ADR, keeping the occupancy rate up and being one step ahead of the competition with smart tactics. Every day, you seize the opportunity to improve and optimize. Working from the office in Luxembourg, you are responsible for 3 or 5 hotels and everything to do with revenue management. From budget and forecast to daily price adjustments and coming up with new smart strategies.

### **The job**

Working in our Central Services Office means a lot of variety. Every hotel is different, in terms of market segmentation, competitive set and the local hotel team you work closely with. This means you will gain a lot of insight into different methods, strategies and systems. You will be responsible for the entire revenue management cycle, creating budgets, discussing them with the hotel team, managing daily pricing, analysing data, testing ideas and pushing results forward.

### **Responsibilities & Duties**

- Drawing up annual (room) budget and monthly forecast
- Analysing results and designing strategies for improvement
- Tactical execution of pricing, segmentation, promotions, restrictions, etc.
- Optimise distribution mix via direct, OTA, GDS, Meta, among others
- Displacement calculations, optimal pricing for MICE / Groups
- Consultation with hotels on bookings, forecasts, activities to improve results
- Maintain and optimise relationship with (potential) partners;
- You will report to the Director of revenue management;
- Maintain an excellent working relationship with the hotel teams;

### **Event Hotels, who are we?**

Event Hotels is a platform from which various hotel portfolios of Event Hotels are managed. Today Event Hotels is the leading pan-European white-label hotel operator with its current portfolio represented in 50 European markets and past and present operational experience covering over 100 European destinations.

For this role, you will be responsible for the hotel portfolio managed by the Event Hotels Netherlands, which consists of 23 hotels.

### **Who are we looking for?**

For this role, we are first and foremost looking for a colleague, someone we would like to work with, whom we can learn from and who will help us continuously improve our results.

Skills and qualities:

- HBO working and thinking level and preferably 2 years of working experience in a similar role;
- Excellent command of the English language;
- Result and people-oriented;
- Strong communicator and able to win people over;
- Analytical and handy with Excel and revenue management systems;
- Proactive work attitude and able to switch quickly;
- Decisive and convincing;
- Careful and meticulous.

**Among other things, we offer:**

- A salary between EUR 2500 - EUR 3300 gross per month based on full time employment and based on your work experience and level;
- A personal orientation plan and excellent training and development opportunities;
- An attractive "employee rate" system for employees within Event Hotels;
- Travel allowance;
- Laptop;
- Very attractive tax benefits on the purchase of phones & subscriptions, computer & tablet, bicycle, training, fitness & sports membership fees, weekend away, CJP pass and museum annual card. We are affiliated with fiscfree.nl for this purpose.
- 25 holidays and 8% holiday pay. In addition, possibility to purchase additional holidays.

Yes, I want this job!

Are you our new Cluster Revenue Manager? Then we'd love to hear why you're the perfect fit. Apply now with your CV: [danielle.keur@eventhotels.com](mailto:danielle.keur@eventhotels.com)!