



## **Director of Revenue Management**

Grounded in 40 years of experience, Richfield Hospitality offers world-class expertise in branded as well as independent hotel operations in select service, full service, and lifestyle properties. Richfield and its affiliates offer proven solutions and expertise to approximately 500 hotels and resorts. From hotel operations and property management to electronic distribution and interactive marketing, Richfield achieves superior operating results through its strong commitment to owners, guests and associates.

The Director of Revenue Management oversees the distribution strategies to drive market share by maximizing rooms revenue and market penetration through daily oversight of rooms inventory and pricing strategy.

### Essential Duties and Responsibilities:

Drive market share and revenue performance through implementation of effective Transient and Group pricing strategy. Effectively manage inventory and pricing strategies for all distribution channels.

Closely monitor competitive pricing and respond to impact of pricing decisions on property performance. Evaluate and analyze all group business for appropriate mix and revenue strategies. Support and contribute recommendations on catering selling strategy to maximize revenue opportunities.

Explore and evaluate market mix variations that would stimulate revenue. Effectively incorporate the revenue management philosophy in all aspects of sales, marketing, and operations. Review and analyze STR data and market intelligence data weekly and monthly. Evaluate all trends and develop strategies to increase hotel revenue performance.

Conduct revenue management meetings to compare past strategies to results, and develop action plans for current/future opportunities. Collaborate on the preparation of long term and short term forecasts and budgets.

### Required Skills and Requisites:

5 years previous Revenue Management experience in full service hotels or corporate environment

In depth knowledge of revenue management practices and strategies. Knowledge of revenue management system technology. Previous hotel revenue management experience is essential.

Highly analytical, creative problem solver, and a strong leader with thorough knowledge of hotel operations

Bachelors Degree preferred

Richfield Hospitality offers competitive compensation, excellent benefits and rewarding incentive plans with a commitment to associate's personal growth, respect and well being. For immediate consideration, direct your candidacy to:

Attn: Talent Acquisition

Re: Career Opportunity – Director of Revenue Management

Richfield Hospitality

7600 E Orchard Rd, Suite 230-S

Greenwood Village, CO 80111

Email: [careers@richfield.com](mailto:careers@richfield.com)

Web: [www.richfield.com](http://www.richfield.com)

Richfield Hospitality is an equal opportunity employer.