

THE
HALCYON

PRIVATE ISLES - MALDIVES

AUTOGRAPH COLLECTION[®]
HOTELS

Spirit of discovery. The soul of the Maldives

JOB OPENING

Revenue and Reservations Manager

Revenue Management & Reservations · Reports to the General Manager

LEVEL
Management

FUNCTION
Revenue Management

TYPE
Full-Time

EXPERIENCE
3 Years

ABOUT THE ROLE

We are seeking a commercially driven and analytical Revenue & Reservations Manager to lead the resort's revenue management and reservations operations. Reporting to the General Manager, you will be responsible for maximizing revenue through effective pricing strategies, distribution management, forecasting, and reservation excellence while driving overall commercial performance and delivering an exceptional guest booking experience.

KEY RESPONSIBILITIES

- Develop and implement revenue strategies to maximize RevPAR, and overall profitability.
- Optimize all distribution channels, including direct bookings, OTAs, and other online platforms.
- Monitor market trends, competitor pricing, and demand to identify revenue opportunities.
- Prepare revenue forecasts, budgets, and performance reports to support business decisions.
- Lead regular revenue meetings and recommend strategies to improve commercial performance.
- Manage the reservations operation, ensuring accurate and efficient handling of all bookings.
- Lead, train, and develop the Reservations team to achieve operational excellence.
- Collaborate with Sales, Marketing, Finance, and Operations to maximize revenue and enhance the guest experience.

WHAT WE'RE LOOKING FOR

- Preferred 3 years' experience in Revenue Management within a luxury resort.
- Proven expertise in revenue management, pricing strategies, forecasting, and yield management.
- Strong knowledge of Opera PMS, and revenue management systems.
- Experience managing OTAs, e-commerce platforms, and online distribution channels.
- Strong analytical skills with the ability to interpret financial and market data.
- Excellent communication, interpersonal, and presentation skills.
- Fluent in English; additional languages are an advantage.
- Previous experience in the Maldives, a remote island and luxury resort environment preferred.
- Prior Marriott experience is an advantage.
- Passion for delivering exceptional guest experiences and driving commercial success.

If you are passionate about creating extraordinary moments for guests, we would love to hear from you. Please send your CV and a brief cover letter to careers@thehalcyonmaldives.com

E: careers@thehalcyonmaldives.com | W: www.halcyonmaldives.com

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Gaafu Alifu Atoll | Republic of Maldives

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