



Revenue Manager

AAA Hotels & Resorts

We are seeking an enthusiastic and talented marketing professional to join our team. Our goal with this post is to provide our new team member with a fun and challenging process of elevating our marketing efforts and enhancing our presence across all platforms and key markets, while elevating experiences for our guests across our resorts.

- **Preferred Qualifications and Technical Skills:**

- A bachelor's degree in finance, Accounting, Business Administration, or a related field.
- Relevant experience in revenue analysis, finance, or related fields in a corporate environment.
- Familiarity with revenue management software and analytics tools.
- Proficiency in financial analysis and reporting tools such as Excel, or similar.
- Familiarity with financial software (e.g., QuickBooks, NetSuite) and CRM systems.

- **Soft Skills and Cultural Fit:**

- Excellent verbal and written communication skills.
- Communication and presentation skills, with the ability to convey financial concepts to non-financial stakeholders.
- Ability to work collaboratively in a team environment while managing individual responsibilities.
- Detail-oriented and organized, with the ability to prioritize tasks effectively.
- Proactive and innovative mindset, with a passion for continuous improvement.

- **Specific Responsibilities:**

- Conduct market analysis and competitive price benchmarking.
- Analyze revenue pickup performance against KPIs.
- Analyze performance across different production channels such as market, tour operators, and other booking channels to keep a holistic view of where our business is coming from.
- Analyze property wise and group wise revenue performance and prepare financial reports and forecasts for key stakeholders.
- Conduct daily rate parity analysis across online platforms and against competitors.
- Adjust online promotions and rates as needed to maintain cross platform parity, based on demand, occupancy and/or to keep up with competitor selling rates.
- Identify opportunities for revenue enhancement and efficiency improvements in other areas.
- Monitor and analyze pricing strategies, discounts, and promotional offers against revenue budgets to reach targets and to maximize profitability.
- Participate in monthly closure activities, including reconciliations and variance analysis.

Interested candidates may send CV, attested certificates and police report to careers@aaa.com.mv

Only shortlisted candidates will be notified