



ATMOSPHERE
KANIFUSHI
—
MALDIVES

We're Hiring



REVENUE & RESERVATIONS MANAGER

Atmosphere Kanifushi (5*)

An exciting opportunity has arisen for a highly motivated and creatively driven candidate to assist steering key Reservations & Revenue activities at a very popular and award winning 5-Star Resort located in Lhaviyani Atoll, Maldives.

The role will be based on property and will report directly to the Cluster Director of Revenue, working closely with the on-site and corporate commercial teams. Maximize revenue through efficient management of the reservations team, by setting proactive, strategic selling techniques & action plans that are aimed to over deliver planned revenues and to create a working environment that ensures sales focus, develops people that delivers exceptional customer service and strives for excellence. Responsible for achieving occupancy targets/levels as identified in the annual budget and marketing plan for resort.

Key Responsibilities

- Set availability and rate control.
- Monitor, control and communicate inventory levels, rate restrictions and/or discrepancies to all affected areas.
- Maximise occupancy levels by reviewing and revising revenue strategies.
- Manage third party sites and all segments to establish rates, negotiate prices, ensure proper implementation of reservations procedures, and maximise conversion ratios to achieve targets for the department.
- Understand the competitive marketplace and implement approaches to ensure the hotel stays ahead in the local market
- Utilize opportunities to upsell resort services/products.
- Understand Revenue Management strategies, sell levels and sell directed rates and apply these methods to the sale of available hotel inventory.
- Ensure Team Members are developed effectively and generate a culture of high-quality standards for relationship building, customer service, selling techniques, and billing and processing contracts.
- Supervise and guide Reservation Team in daily activities.

Core Attributes & Qualifications

- Minimum 3 year of work experience in hospitality marketing, or similar field
- Bachelor of Arts in Business Management | Hospitality or similar – *added advantage*
- Qualifications in Revenue – *added advantage*
- Ability to work in an Island Resort within a multicultural environment
- Excellent command of English language Written/Spoken.
- Strong Ethics, Self Driven, Motivated & Eager to grow
- High proficiency in the following areas:
 - Microsoft Office
 - Opera Property Management System
 - BI Systems and Cloud Data Analysis
 - Channel Management / Distribution Knowledge
 - Extranet management and systems
- Must have natural leadership traits to lead teams, make recommendations implement strategy to drive the resort top line performance with other commercial stake holders.
- Must have core analytical competency to assess and deep dive into data, understand why as well as translating it into action for meaningful business goals/direction.

If this role appeals to you and feel you are a right fit – we invite you to apply
jobs@atmosphere-kanifushi.com

Please submit your **updated CV along with a small cover note** indicating why
you feel you would be the right candidate for the role!

Closing Date: 20th September 2026

atmosphere-kanifushi.com