



SENIOR REVENUE MANAGER

Job Summary: Your career can take flight at the TWA Hotel, scheduled to open in spring 2019 at New York's John F. Kennedy International Airport. MCR and MORSE Development are seeking a dynamic, enthusiastic Senior Revenue Manager to lead the Revenue efforts for the first-class, 512-room destination hotel that has the historic Eero Saarinen designed 1962 TWA Flight Center. Bringing the magic of the Jet Age to JFK Airport, the hotel will feature ultra-quiet guest rooms with runway views as well as 50,000 square feet of Meeting & Event space that can host up to 1,400 people. Six restaurants, eight bars, high-end retail outlets, a museum, a rooftop pool and a 10,000-square-foot observation deck will contribute to a one-of-a-kind guest experience.

The Senior Revenue Manager will report to TWA Hotel's Managing Director and will be responsible for initial set up, execution and management of rate loads, packages and hotel data into the hotel's inventory system. The position manages the inventory management system relative to pricing and strategies to drive revenue and market share. Responsibilities also include the analysis of revenue, profit and demand associated with hotel rooms and function space. Position prepares and analyzes forecasts, budgets, weekly and daily projections. Position critiques sales strategy and pricing effectiveness and prepares historical and future analysis of revenue and profit opportunities. Ideal candidate for this role must be highly detailed oriented, innovative, analytical and a team player.

Primary Responsibilities:

- Manages and monitors hotel inventory, rates and restrictions.
- Manages and monitors function space inventory and pricing.
- Responsible for the proper execution of the revenue management processes.
- Prepare for and execute weekly revenue strategy meetings with hotel team. This includes all reporting, critiques and analysis both historical and future with an emphasis on driving revenue and positive market share results.
- Partners and supports operations and sales teams to ensure revenue expectations are met/exceeded.
- Manages group ceilings and inventory to ensure efficient utilization of hotel inventory.
- Evaluates group business through a business evaluation process to ensure profitability.
- Maintains and ensures that selling strategies are effectively implemented in the reservation and inventory systems and modified as changes in the market conditions occur.

- Partners with eCommerce manager to effectively execute promotions and OTA presence.
- Set goals and long-term objectives to achieve revenue targets and profitability.
- Creates and distributes forecasts relative to room revenue and function space.
- Analyzes data, trends and evaluates results to implement the most effective strategy.
- Responsible for annual budget spreads for rooms and function space.
- Excellent communication and teamwork skills. Performs this role in conjunction with the values and expectations of MCR Hotels.

Qualifications:

- 4-year bachelor's degree from an accredited university in Business Administration, Finance and Accounting, Economics, Hotel and Restaurant Management, or related major
- Previous revenue management experience required.
- Independent hotel experience a plus.
- Airport market hotel experience a plus.
- Knowledgeable of hotel systems related to revenue management.
- Excellent analytical skills including spreadsheet and data analysis skills
- Ability to multi-task and work in a fast-paced environment
- Detailed knowledge of market conditions, hotel competitors and pricing.
- Knowledgeable in TravelClick systems- D360, Agency 360 and Rate 360.
- Strong leadership and communication skills
- Self-motivated and innovative approach.
- A flexible schedule that allows for fluctuations in responsibilities due to shifts in the demands of the hotel to allow for effective revenue management effort.

Position Offerings:

- Competitive Salary
- Bonus Plan
- 401(k) Plan
- Health and Dental Insurance
- Paid Vacation
- Growth Potential

About MCR: MCR is the sixth largest hotel owner-operator in the United States with a \$2.0 billion portfolio of 94 premium-branded hotels across 24 states and 67 cities, including 50 Marriott properties, 30 Hilton properties, The High Line Hotel in downtown Manhattan, and the TWA Hotel at John F. Kennedy International Airport in New York City (opening in spring 2019). The company's innovative approach to guest services and unparalleled attention to detail are redefining the hotel experience and earning recognition from publications including The New York Times, The Wall Street Journal, Condé Nast Traveler and Travel + Leisure. MCR is an equal opportunity employer of more than 2,500 team members and is dedicated to providing an integrity-driven, merit-based working environment. Consistently honored with excellence awards, the company was named one of the United States' top owners in 2018 by Hotel Business. For more information on MCR, please visit www.mcrhotels.com For more information on the TWA Hotel, please visit www.twahotel.com.