



P O Box 1035, Pango Road, Port Vila, Vanuatu

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HOTEL REVENUE MANAGER

Located on Pango Road, Nasama Resort Vanuatu is a 4-1/2 star serviced apartment complex that offers top quality self-contained, beachfront accommodation in Port Vila.

Due to the Covid-19 situation, Nasama Resort is currently closed but is getting ready to receive guests again as soon as the borders are opened. As such, flexible working hours can be applied to this position. Salary is negotiable.

We are looking for a Revenue Manager with the following experience:

- OTA & Revenue Management
- SiteMinder or Resonline or similar
- Manage rates to maximise revenue
- Balance OTA distribution
- Drive direct business
- Negotiate contracts with OTAs
- Create online promotions
- Identify the customer groups that the hotel has to serve (market segments)
- Establish the right quantity of products and services
- Set up the optimal prices to be offered to these customers

The ultimate goal of a Hotel Revenue Manager is to generate more revenue; achieve high guest satisfaction and high rank vs. competitors; implement revenue management strategies and processes in order to optimize and maximize revenues; achieve highest profits by correctly identifying the customer groups or market segments that the hotel has to serve; establishing the right quantity of products and services as well as setting up the optimal prices to be offered to these customers.

Please email CV to frances@nasamaresort.com