

# Accor professions guide : Revenue management country director (m/f)



## What exactly does my mission involve?

- Implement multi-brand revenue management methods in a dedicated country in order to maximize the turnover in accordance with brand and country policies.
- Organize and manage the teams, processes, trainings, methods and tools in revenue management, pricing, reservation and distribution.
- Provide strategic analysis to optimize the revenue of Accor hotels in the country and ensure that they are in line with the market.
- Controls that all the revenue management processes are in place in his/her perimeter, and that the general manager's strategies are known, distributed and applied in the hotels.

Apply on line for the revenue management country director positions

## This profession exists...

in all the countries where Accor is present, that also have a substantial number of hotels practising revenue management on a daily basis.

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[Personality](#) | [Activities](#) | [Qualification/Experience](#) | [Progression](#)

Commercially mind

Analytical

Good Environment understanding

Success oriented

Driving Force

Relational skills

Highly committed

Data Finder

Transmit information from headquarters.

Analyze the market positioning of the brand and help hotels in their business. Accompany the new openings and changes in brand hotels.

Organize and direct the treatment of the biannual gathering of business and leisure prices.

Organize training revenue management.

Check the positioning of the hotels on the market.

Identify the different seasons to choose the best strategy for each period. Make daily compliance of the main directives.

Degree in hotel management school, or general Business school.

5 years of experience in revenue management (or minimum 10 years in hotel operations

A clear understanding of hotel industry and Accor environment.

Good knowledge in analytical tools (Revenue Management System) and Distribution tools (Hotix, Tars...)

Communication skills : PowerPoint, Word, Outlook.

Languages: fluent in the national language, and good level in english and french.

Country general manager

International mobility