



## **GoGlasgow Urban Hotel**

GoGlasgow Urban Hotel is a reflection of Scotland's most progressive, dynamic and friendly city – a modern hotel that is all about where we are and what you want to do in the city made famous by its historic achievements and people. With 117 bedrooms, food and beverage facilities and event space, this industrial yet modern hotel offers the highest of standards of quality and service.

### **Revenue Manager**

The opportunity has arisen for the right candidate to join our team working as a Revenue Manager, maximising sales and revenue through the effective management of daily room pricing, inventory management and proactive upselling. The successful individual will contribute to building a sales and revenue culture throughout the whole team.

#### **Essential Attributes:**

- Excellent attention to detail
- Strong motivational techniques
- Consistent and excellent customer service
- Good forward planning skills
- Proactive approach towards upselling
- Experience of using Opera system
- Must be an excellent written and verbal communicator
- Ability to react quickly and work under pressure

*Previous experience in a similar role is essential*

#### **Primary Responsibilities:**

- Support revenue management and distribution strategy of the hotel while managing day-today yield operations
- Daily pick-up analysis, strategy adjustments and reporting
- Perform competitive benchmark studies and follow current market trends
- Creation and maintenance of a 13 month rolling demand calendar
- Create and develop pricing strategies
- Provide weekly dynamic forecast of expected results, variances and budget comparisons
- Support strategy for all TPI's
- Responsible for assessing, analysing and pricing group business strategies
- Provide summary report with recommendations to improve long term strategies

- Ensure all related systems are configured correctly, validated and working to full capacity
- Evaluate performance of distribution partners
- Prepare outline for and support the annual revenue budget process
- Responsible for best practice standards to include: competitor analysis; environmental scanning; market modelling; distribution yield management; business mix yield management; length of stay yield management; inventory availability by channel; pricing control and new pricing concepts

**In return we offer:**

- Part of a motivated and tight knit team
- Entry in our employee Fair Fund
- Career progression opportunities

Competitive Salary: Negotiable dependant on experience

**Crerar Hotels values:** Crerar Hotel Group is one of Scotland's leading privately owned hotel companies. Crerar Hotels work hard on talent development and always look to progress individuals through internal promotion. This role represents a fantastic opportunity for a dynamic individual to join a dynamic company.

By joining the Crerar Hotels team you'll also automatically be eligible to receive our Fair Fund. Our Fair Fund has been created to reward staff and encourage personal development. Each time a guest or customer decides to pay an optional service charge for great customer service, all staff members will benefit on an equal basis.

**If this sounds like your dream job, we would love to hear from you!**

Please send your CV and cover letter outlining your experience suitability for the role for the attention of Graham Urquhart, General Manager, on [gm.goglasgow@crerarhotels.com](mailto:gm.goglasgow@crerarhotels.com).

Thank you for your interest in Crerar Hotels. Should we wish to progress with your application, we will aim to respond within 14 days. If you do not hear from us, thank you in advance for the opportunity to consider your application. **No agencies at this stage please.**