Job Details

**Company Description:**
Intown Suites, owned by Starwood Capital Group (creators of the iconic “W” brand and other Starwood Hotels), is the leading economy extended stay chain with 190 locations, 25,000+ rooms and over 1,800 employees. The company is headquartered in Sandy Springs, Georgia.

**Job Description:**
The Regional Revenue Manager role will manage topline revenue strategies for a portfolio of owned and operated hotels within the Intown Suites and Uptown Suites brands. This position will develop property and market based strategies to increase market share and achieve top line budgets. The Regional Revenue Manager will develop customized strategies for revenue optimization by analyzing market mix, business mix, demand drivers, and other factors impacting each property and market’s competitive landscape. This position reports to the Vice President of Revenue Management.

**Essential Functions:**
- Conducts strategic market analysis of pricing effectiveness.
- Works with operations, sales, and marketing teams to coordinate cohesive market level and property level revenue strategies.
- Performs demand analysis including competitive set analysis.
- Conducts frequent and regular competitor price and product analyses to ensure proper value/ price positioning.
- Actively participates in forecasting and budgeting at the property and market levels.
- Facilitates regular operations, sales, and revenue management strategy meetings.
- Responsible for ongoing OTA/Channel management.
- Assists with ongoing revenue management training.
- Conducts displacement analysis of group business.
- Identifies revenue generating initiatives, tests and proves their value, and then implements these initiatives.

**Ideal candidates must:**
- Be self-motivated and passionate about revenue management.
- Be a strong team player with the ability to work harmoniously with a diverse workforce.
- Have excellent problem solving skills.
- Be a quick learner, adaptable to new technologies.
- Have an in-depth understanding of spreadsheets and statistical methods for analyzing data.
- Possess knowledge of economy hotel operations.
- Have experience opening new properties.
Requirements:
• Must possess a thorough understanding of hotel revenue management practices.
• Must have strong analytical and communication skills.
• Must be proficient in Microsoft Office -Excel, PowerPoint, and Outlook.
• Must be able to read, speak, understand, and write the English language.
• Must work out of the corporate office in Sandy Springs, GA (North Atlanta).

We offer:
• Competitive starting salaries
• Health, dental, vision, life and disability insurance
• 401(k) with generous company match

We are an Equal Opportunity Employer