



## 1834 Hotels – Director of Revenue

**Title:** Director of Revenue at 1834 Hotels

### **Position Overview**

1834 Hotels is a premier hotel management company based in Australia, managing over 30 properties across the country. This role offers a unique opportunity to work with sophisticated revenue management systems and automation, driving innovation and operational efficiency in our revenue management strategies.

### **Position Objectives:**

The Director of Revenue plays a critical role within the 1834 Hotels team, tasked with maximising yield and revenue management across our network. This position involves leveraging expert revenue support, detailed analysis, and strategic planning to ensure our hotels' profitability and competitive market positioning.

### **Key Responsibilities:**

- Lead and refine our revenue management systems for enhanced pricing, forecasting, and data analytics automation.
- Proactively monitor and adjust booking strategies across all properties, addressing trends or discrepancies.
- Review decisions provided by our revenue management systems (Duetto and Ideas), utilising data to adjust pricing rules and RM behaviour. Ensure strategies are effectively optimised and that rate structures align with hotel budgets.
- Provide tools and support for hotel managers to fully leverage revenue management resources.
- Facilitate strategic discussions with property teams to support informed Sales & Marketing decisions.
- Engage in annual budgeting, planning, and the integration of new systems and strategies for continuous growth and standardisation across new properties.

**About 1834 Hotels:**

1834 Hotels is a leading solution provider for the hospitality and tourism industries in Australia, offering comprehensive support to enhance operations, maximise revenue, and increase asset value. Our portfolio spans hotels, resorts, apartments, motels, and event venues, demonstrating our broad expertise. We pride ourselves on delivering tailored solutions that align with the unique goals of each partner, ensuring optimal performance and strategic growth. For more information, visit our website at [www.1834hotels.com.au](http://www.1834hotels.com.au)

**Organisational Relationship:**

This role reports directly to the CEO and Chief Commercial Officer and collaborates closely with the Distribution Manager, property managers, and the Sales, Marketing, & Operations teams, playing a pivotal role in steering 1834 Hotels towards industry-leading innovation and success.

**Extent of Authority:**

The Director of Revenue has the autonomy to develop and implement comprehensive revenue-related strategies, overseeing all aspects of revenue management in alignment with the strategic objectives of 1834 Hotels.

**Performance Skills Standards:**

- Demonstrated experience in hotel revenue management, preferably with expertise in Duetto or Ideas Revenue Management systems.
- Proficiency with distribution platforms like SiteMinder and GDS; familiarity with Accor's TARS system is an advantage, given our portfolio includes Accor franchised hotels.
- Experience in Opera Cloud, RMS cloud and Protel property management systems is a strong advantage.
- Strong analytical capabilities, a solid foundation in revenue management principles, and a history of impactful data analysis and report generation.
- Exceptional mathematical proficiency and meticulous attention to detail.
- Effective communication skills for fostering relationships with key stakeholders.
- A commitment to delivering high-quality service, continuous improvement, and innovation across all responsibilities.

**Location:**

While headquartered in Adelaide, this role can be offered nationally, providing the flexibility to innovate and lead from anywhere in Australia.

**How to Apply:**

Interested candidates are encouraged to email their application, including a cover letter that highlights their unique qualifications and what sets them apart, to Leigh Kentwell at [leigh@1834hotels.com.au](mailto:leigh@1834hotels.com.au)