

Argentina Jobs Expertini®

Revenue Management Analyst

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Company: ZS

Location: Buenos Aires

Category: other-general

ZS is a place where passion changes lives. As a management consulting and technology firm focused on transforming global healthcare and beyond, our most valuable asset is our people. Here you'll work side-by-side with a powerful collective of thinkers and experts shaping solutions from start to finish. At ZS, we believe that making an impact demands a different approach; and that's why here your ideas elevate actions, and here you'll have the freedom to define your own path and pursue cutting-edge work. We partner collaboratively with our clients to develop products that create value and deliver company results across critical areas of their business including portfolio strategy, customer insights, research and development, operational and technology transformation, marketing strategy and many more. If you dare to think differently, join us, and find a path where your passion can change lives. **Our most valuable asset is our people.** ZS we honor the visible and invisible elements of our identities, personal experiences and belief systems—the ones that comprise us as individuals, shape who we are and make us unique. We believe your personal interests, identities, and desire to learn are part of your success here. Learn more about our diversity, equity, and inclusion efforts and the networks ZS supports to assist our ZSers in cultivating community spaces, obtaining the resources they need to thrive, and sharing the messages they are passionate about.

Revenue Analyst

Revenue Management Expertise Center

ZS's Revenue Management team provides operational support to our clients' revenue management organizations, driving profitable revenue for their hotels. Our team has deep

expertise in revenue management systems, revenue management analytics and revenue management strategy and processes. We provide a wide range of services including revenue management support for a portfolio of properties, large scale change management, implementation and rollout design and execution for systems, property-level health checks, automation, and reporting. Our team is committed to being a trusted revenue advisor and expert for the hotels and clients we support.

As a Revenue Analyst at ZS you will support your team in maximizing hotel room revenue for the hotels in the program. You will generate analysis of demand factors, competitive positioning and performance, and identify and surface revenue opportunities to hotel teams or portfolio revenue managers. The revenue analyst at ZS assists with communications to hotel teams, including periodic strategy meetings, email communications and report production. You will provide reporting and analysis that pinpoint areas of opportunity for hotels to generate revenue by leveraging all available systems, tools, and reporting. You may be assigned to special projects like audits, health checks, system rollouts, change management or building analytical applications as needed.

What You'll Do:

Serve as the primary point of contact for hotels in revenue management program. Provides consultative services and assistance to hotels and Area Directors as necessary to implement revenue management and distribution strategies;

Manage the guest room inventory through the systems end date for assigned hotels.

Manages rates and inventories in all distribution channels to ensure parity. Create, recommend and evaluate strategic pricing decision by market segment and channel to maximize room revenues for assigned hotels;

Lead the Revenue Management Meeting with the hotel team to review performance, selling strategies and market trends for assigned hotels. Completes the Revenue Management Recap to communicate to the hotel the performance results and strategies of assigned hotels.

Prepares and analyzes supporting documentation for revenue meeting for assigned hotels.

Ensures all Revenue Management data files are organized and maintained;

Act as a liaison between the hotel team and the client team as it pertains to Revenue Management. Utilize and share in-depth knowledge of brand with assigned hotel teams. Ensure hotels are aware of new marketing and promotional opportunities as they are made

available;

Complete special projects and other responsibilities as assigned based on the needs of the team;

Participate in development and roll out of team wide Revenue Management activities.

Qualifications:

We welcome graduates from any Hotel Management or Tourism with at least 1 year of experience in Revenue Management. The common denominator in an individual's success is a strong academic record and evidence of superior analytic skills.

Innate quality orientation with an eye for detail

Excellent task management and organizational skills

Problem solving skills and an ability to think through solutions in a structured environment

Excellent verbal and written communication skills

Ability to work in a team environment. Global exposure or experience of having worked in global cross office teams is preferred

Self-motivated with a willingness to take initiatives with a strong work ethic

Able to apply high level critical thinking skills to understand and solve complex problems

Strong business acumen

Prior team leading experience will be an added advantage

Advanced English required

Perks & Benefits: ZS offers a comprehensive total rewards package including health and well-being, financial planning, annual leave, personal growth and professional development. Our robust skills development programs, multiple career progression options and internal mobility paths and collaborative culture empowers you to thrive as an individual and global team member. We are committed to giving our employees a flexible and connected way of working. A flexible and connected ZS allows us to combine work from home and on-site presence at clients/ZS offices for the majority of our week. The magic of ZS culture and

innovation thrives in both planned and spontaneous face-to-face connections.

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