

Cluster Revenue Manager

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Company: Hilton Hotels & Resorts

Location: Şişli

Category: other-general

Hilton Istanbul Bosphorus - Making Hotel History in Istanbul Since 1955

Hilton Istanbul Bosphorus holds a special place in history as the first Hilton hotel built outside the Americas. Since 1955, we've set the scene for some of the grandest moments, most exciting events, and biggest stars in modern Turkey. Learn how it all began before you make your own memories at Hilton Istanbul Bosphorus.

Historic Moments at Hilton Istanbul

Hilton Istanbul was the first modern hotel built in Europe after the Second World War.

Hilton Istanbul appears in the opening scene of 1963's *From Russia with Love*, starring Sean Connery as James Bond. Istanbul's first discotheque, Cloud 9, opened at Hilton Istanbul in 1972.

Pilsen Pub, built in Hilton Istanbul in 1972, was the home of Istanbul's first happy hour.

Muhammad Ali was staying at Hilton Istanbul when he announced his retirement from boxing in 1976.

Hilton Istanbul has hosted royalty, politicians, and famous figures including Grace Kelly, Sophia Loren, and Louis Armstrong.

Hilton Istanbul Bosphorus has been also described as the university of tourism and filling

the earth with the light and warmth of hospitality since 1955.

As Hilton Türkiye we have been awarded with the Great Place to Work Academy – Best Place to Work award many times.

THE ROLE:

We are looking for the potential candidate for **Cluster Revenue Manager** position in our Legendary Hotel Hilton Istanbul Bosphorus.

BENEFITS

Competitive Salary Private Health Insurance (Manager package, family included)

Free Carpark

Go Hilton: Team member rate while staying in Hilton Hotels both in & out of Turkey. 50% discount on personal food & beverage consumption in the hotels.

Social aid package

Free laundry and dry cleaning for business attire

Extended nursing hours of 1,5 hours until the baby reaches to 18 months (for new mother team members) 1 day paid leave on the first school day of the children (only 1st day of the 1st class) for female team members

Paid Paternity leave – 14 days

Unlimited Training and development opportunities ,n and out f the Hotel Unlimited online courses opportunities from our own Hilton University

What will I be doing?

As a Cluster Revenue Manager, you would be responsible for performing the following tasks to the highest standards:

Manage and lead the Team through day-to-day operations, as well as strategically guide the Revenue department to achieve Team and organisational goals

Ensure yield exemptions are investigated and analysed and new business opportunities are identified

Gather and analyse statistics, yield information and all other relevant information in order to identify potential new business, markets and trends, and to minimise risk

Prepare a three-month market segment outlook and maintain on a daily basis by monitoring actual results versus forecast for plan achievement

Complete and analyse month-end reports

Outline risks and opportunities relative to meeting rooms versus Guest room availability to present at weekly meetings

Record and analyse all refused, lost, cancelled and waitlisted business for both Guest rooms and Conference and Banquet (Conference and Banquet) meeting space

Ensure effective information gathering and analysis is conducted in order to identify and maximise on all possible opportunities and minimise any risks

Ensure Team Members have current knowledge for all relevant processes, policies and promotions, as necessary, to perform their duties

Manage staff performance in compliance with company policies and procedures

Recruit, manage, train and develop the Revenue Team

What are we looking for?

Since being founded in 1919, Hilton has been a leader in the hospitality industry. Today, Hilton remains a beacon of innovation, quality, and success. This continued leadership is the result of our Team Members staying true to our Vision, Mission, and Values. Specifically, we look for demonstration of these Values:

Hospitality - We're passionate about delivering exceptional guest experiences.

Integrity - We do the right thing, all the time.

Leadership - We're leaders in our industry and in our communities.

Teamwork - We're team players in everything we do.

Ownership - We're the owners of our actions and decisions.

Now - We operate with a sense of urgency and discipline

If your values match ours, we are also looking for your ability to;

Adapt quickly to different situations;

Exude bags of energy and enthusiasm in working as part of a team.

Knowledge of local market

Knowledge of hospitality

Passion for sales and for achieving targets and objectives

Degree level qualification in a relevant field

EOE/AA/Disabled/Veterans

Schedule

:Full-timeBrand:Hilton Hotels & Resorts

Job

:Revenue Management

MEANINGFUL BENEFITS FOR YOUR CAREER & WELL-BEING

We support the well-being and performance of Team Members with industry-leading rewards, recognition and support to meet their needs and dreams: Best-in-Class PTO

Go Hilton Travel Discount Program

Hotel rates as low as \$40/night! Health & Welfare Benefit Plans Debt-Free Education

Retirement Savings Program Employee Stock Purchase Plan Mental Wellness Support

Flexible Schedules Access to your pay when you need it

through DailyPay

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