



<https://eternalhotelsllc.com/careers/area-revenue-manager/>

Area Revenue Manager – Eternal Hotels

Description

Eternal Hotels® is looking for an Area Revenue Manager to join our team!

Eternal Hotels® is a regional hospitality company primarily engaged in the management and ownership of upscale, midscale and economy full service and select service hotels & restaurants in Eastern Washington & Oregon.

Our portfolio brand family includes franchised properties from Hilton, Marriott, Sonesta, Best Western, IHG, and Choice Hotels.

SUMMARY

The role of the Area Revenue Manager is to identify and maximize all potential revenue opportunities for a collection of full service, premium select and/or independent branded hotels. This role will provide integral support daily to the team(s), for both long-term and short-term goals, system reporting and tools, and accurate forecasting to maximize the total revenue and profitability for the hotel(s) they support. This role will also be expected to participate and be a key member of the Executive Committee for the corporate office as applicable.

Responsibilities

- Set, manage, and collaborate with Regional/GM/DOS to input appropriate yield controls to maximize hotel's revenue from all distribution channels.
- Coordinate with the front office team to maximize revenue through effective inventory management, upselling and sell-out efficiency
- Collaborate with Sales and Marketing to provide consultation on strategies for negotiating and booking optimal group and catering business, as well as to ensure hotel meeting space is properly utilized to maximize room and food and beverage revenue potential.
- Manage brand/third-party channels and relationships by working with OTA market managers on promotions and market exposure; follow up to analyze ROI on any paid placements or marketing programs to ensure the hotel is maximizing revenue.
- Clearly relays items/actions discussed during daily/weekly/monthly meetings and distributes meeting notes (and applicable reports) to all appropriate stakeholders in a timely manner; will be required to facilitate meetings, as well.
- Effectively leverage, manage, and maintain the applicable Sales & Revenue Management system(s), daily operations, forecasting support, and reporting in accordance with hotel and brand Revenue Management Standards, as applicable.
- Analyze applicable revenue reports to make Yield Management decisions and update respective inventory and rate information directly through the system(s), when necessary. Perform displacement analysis to support group sales decisions and communicate highlights and/or action plan recommendations to Revenue leadership.
- Place test calls to ensure accuracy of rate quoting, restrictions and selling

Hiring organization

Eternal Hotels

Employment Type

Full-time

Beginning of employment

Open Until Filled

Duration of employment

Year Round

Industry

Hospitality

Job Location

2525 N 20th Ave, 99301, Pasco, WA, US

Working Hours

Full Time

Base Salary

\$ 72000 - \$ 80000

Date posted

December 9, 2025

Valid through

09.01.2026

approach.

- Ensure accurate preparation and analysis of market segmentation reports, production reports, source contribution analysis, daily pick-up reports, and pace summaries. Own the compilation, distribution, and interpretation of sales and revenue data.
- Analyze and review monthly and weekly STR Report results, understanding gains or losses of RevPAR Index and applying this knowledge to impact and predict future results and further help develop proactive strategies to gain share against the competition.
- Develop, monitor and adjust group pricing strategies, preferred patterns, and need periods where necessary.
- Serve as key contact for questions with regard to system use and/or revenue management principles. May provide in-person training, as required.
- Engage in the annual BT pricing process. Provide data analysis of production trends and pricing guidance to hotels to ensure alignment to annual revenue goals.
- In partnership with the strategy team, execute daily, weekly and monthly 30-60-90 day forecast and annual budget. Contribute to daily, weekly and monthly 30-60-90 day forecast and annual budget processes.
- May participate in the monthly financial review (ownership invited), focused on sales, revenue, and P&L; level of involvement may vary based on portfolio type.
- Represent the hotels by participating in and/or conducting industry functions in the area, as applicable.
- Manage and communicate group cut off dates.
- Monitor the status of the hotel throughout the day. Adjust any inventory controls that need to be modified through the applicable Revenue System(s) and communicate to the strategy team.
- Perform Special projects, participate on task force and/or committees, trainings, and other responsibilities as assigned.
- The individual in this role may develop and coach a team or teams of Revenue professionals, as applicable to the hotel size and/or structure
- Assist with corporate initiatives and special projects.
- Other duties as assigned.

Qualifications

- High school diploma or equivalent is required.
- At least 6 years of progressive experience in a hotel revenue management required.
- Knowledge in Microsoft Office Products with a prerequisite in Excel formulating and reporting.
- Understanding of general hotel operations and the philosophy of yield management.
- Knowledge of branded or similar PMS system, internet and travel websites, and industry specific reports including Travelclick and STR desired.
- Must be able to work with and understand financial information and data, and basic arithmetic functions.
- Must have the ability to assimilate complex information, data, etc., from disparate sources and consider, adjust or modify to meet the constraints of the particular need.
- Use critical thinking skills to investigate changes in demand, pace, production, and channel/source contribution to anticipate a response and ensure communication of critical information.
- Excellent presentation, written and verbal communication to convey information and ideas clearly.

- Strong organizational management and ability of handling multiple responsibilities at any given time
- Approach all encounters with owners, guests and associates in a friendly, objective, and service-oriented manner.
- Comply at all times with Eternal Hotel standards and regulations to encourage professional, safe and efficient operations.

Education

- Bachelor's degree or equivalent combination of higher education and experience preferred.
- CRME certification required.
- CHIA certification preferred.

Job Benefits

- Paid Time Off
- Medical, Vision, Dental Benefits
- Employee Discounts

Contacts

Additional Information

All your information will be kept confidential according to EEO guidelines.

An Equal Opportunity Employer

Equal access to programs, services and employment is available to all persons. Those applicants requiring reasonable accommodations to the application and/or interview process should notify a representative of the Human Resources Department.