



## Cardo Hotels – Stage - Revenue Department

### Stage - Revenue Department

**Job title:** Revenue Analyst

**Reports directly to:** Director of Revenue

#### Overall Job Purpose

Cardo Roma Hotel is an hotel located in the heart of Rome, offering guests exceptional service and unforgettable experiences. As part of the Marriott Group, one of the world's leading hospitality brands, we are committed to delivering excellence and innovation in every aspect of our operations. We are looking for a dynamic, motivated, and detail-oriented Revenue Analyst Intern to join our team and contribute to the success of our hotel's revenue management strategies. As a Revenue Analyst Intern, you will support the Revenue Management team in maximizing hotel revenue by assisting with forecasting, pricing strategies, and market analysis. This is a fantastic opportunity to gain hands-on experience in the field of revenue management within a prestigious hotel brand.

#### Qualifications & Skills

- Fluent in both English and Italian
- Proficiency in Microsoft Excel; knowledge of data analysis and reporting tools is a plus.
- Strong analytical and problem-solving skills.
- Excellent communication and interpersonal skills.
- Strong interest in revenue management and the hospitality industry

#### Candidate profile

##### Education and Experience

- Degree in Hospitality Management, Business Administration, Economics, or a related field.

#### Principal Accountabilities

- Assist in monitoring and analyzing market trends, competitive set performance, and customer demand to identify revenue opportunities.
- Support the creation and implementation of pricing strategies to optimize room rates and maximize revenue.

- Help in preparing daily, weekly, and monthly reports on hotel performance and revenue metrics.
- Collaborate with various departments, including sales, marketing, and operations, to align revenue strategies with overall hotel objectives.
- Assist in the preparation of forecasts and budgets for the hotel's revenue.
- Analyze booking patterns, occupancy levels, and guest demographics to provide recommendations for improving revenue performance.
- Participate in pricing meetings and contribute insights to pricing decisions.
- Learn and utilize Marriott's revenue management systems and tools.

<http://cardohotels.com/>