



ES TRENC
MALLORCA

(PRE-OPENING)

REVENUE & RESERVATIONS MANAGER

(f/m/d)

STRESS? WE ONLY KNOW SUNFLOWERS

Bikini Island & Mountain Hotel Es Trenc is opening in Summer 2024 on the south-east tip of Mallorca, in the tranquil village of Colònia de Sant Jordi - 130 guest rooms & suites, our new NENI Colònia de Sant Jordi, 2 bar outlets, a concept store & supermercado, spacious event & retreat areas and a delicious & magical garden area adjoining the Mediterranean sea.

No matter if it's a weekend get-away, a 5- days company off-site or an inspirational & wild exclusive booking for more than 100 participants, you and your team are enthusiastic, solution-yet revenue oriented with every single inquiry!

As Revenue & Reservations Manager you plan, execute, adjust and revise our rooms revenue strategically. Let's write the next Bikini chapter together and accompany every step of the pre-opening phase until the hotel opening and much further beyond.

WHAT'S WAITING FOR YOU

- 🕒 Brand new Design Hotel on Mallorca designed by Dreimeta
- 🕒 By the founders of 25hours Hotels
- 🕒 Enjoy onsite training and support from our long-term Reservations & Revenue management team at Bikini Port de Sóller
- 🕒 5 working days/week, reporting of working hours, year-round contract
- 🕒 Striving for high-occupancies throughout our long season duration of up to 8 months: always be in action...
- 🕒 ...yet also time to relax. Depending on capacity you will be advised to take vacation days during the summer season.
- 🕒 Friends rates in partner hotels and discounts in all NENI restaurants
- 🕒 Feel & act responsible! Be responsible! Let's make it ours.

WHAT'S IN YOUR LUGGAGE? YOU HAVE/YOU ARE....

- 🕒 ...experienced Revenue & Reservations Manager, who strives in multicultural & energetic teams
- 🕒 ...analytical & strategic approach with a details-loving customer focus
- 🕒 ...worked with (some) of the following software before: Opera Cloud, HNS (OPB), Straiv, DialogShift, HQ Revenue...
- 🕒 ...a proactive, solution-oriented and structured work ethic
- 🕒 ...an honest communicator & well-organized multitasker
- 🕒 ...creative, bold and "out of the ordinary" thinking
- 🕒 ...a strong Sales network
- 🕒 ...fluently speaking English, good German & Spanish skills – the more languages the better

FROM PRE-OPENING TO HOTEL OPERATIONS:

- 🕒 Define our Rooms revenue strategy to exceed budgets and implement the necessary action plan: rates, occupancy, online & offline sales channels, promotions, groups & retreats
- 🕒 Monitor the market & competitors closely to identify potentials and act fast-paced
- 🕒 Assist in creating the annual Rooms Budget and Forecasts
- 🕒 OTA management & contact person for Travel Agencies including the negotiation of contracts
- 🕒 Prepare reports for the hotel management and CEO to ensure data-based solution findings
- 🕒 Establish and ensure a Quality Management in the reservations department
- 🕒 Take inquiries, prepare and send offers & booking confirmations
- 🕒 Sell events, prepare function-sheets & brief all departments, prepare final-invoices
- 🕒 Report to our Operations Manager Rooms & General Manager.

Do you want to become a Bikini ambassador? Apply with your CV including a letter or even better video of motivation and your salary expectations. We are looking forward to all applications and remain for all questions that may arise: work@bikini-hotels.com