

Candidate 16715375

Short-Term Rental VA

SUMMARY

He is a highly accomplished Revenue Manager with extensive experience in the hospitality and real estate industries, specializing in remote setups for short-term rentals, vacation homes, and hotels. He has consistently delivered exceptional results, including boosting total revenue by 15% in a single month, enhancing the Average Daily Rate (ADR) by 10%, and achieving 95% forecasting accuracy to drive data-based decision-making.

He is skilled in optimizing revenue for an international hotel chain in New Zealand and Australia. Currently leading a diverse global team focused on delivering exceptional guest experiences across AirBNB, vacation rentals, short-term rentals, and hotel management properties in the USA. Proficient in utilizing advanced software tools such as PriceLabs, Guesty PMS, Breezeway, and Google Sheets to streamline operations and maximize profitability. Recognized for strategic thinking, effective team management, and a commitment to excellence in hospitality services.

TOOL & SOFTWARE USED

Guesty PMS	PriceLabs	Wheelhouse
Ownerrez	Hospitable	VRBO
Airbnb	Breezeway	Slack
Google Sheet	Google Office Suite	Siteminder

Opera Cloud	Webrezpro	Salesforce
Asana	Microsoft Office	Canva
Oracle Hospitality	Cloudbeds	Hotelogix
SiteMinder	PriceLabs	PriceLab

WORK EXPERIENCE

Revenue Manager
BNB Labs, Texas, USA
May 2024 – Present

Duties and Responsibilities:

- Revenue Optimization:
 - Increased total revenue by 15% within the first month through strategic pricing and inventory management using Price Labs.
 - Implemented EO Strategy to maximize revenue during a high-demand event, resulting in a 20% increase in revenue for that period.
- Average Daily Rate (ADR) Enhancement:
 - Boosted the Average Daily Rate (ADR) by 10% by analyzing market trends and adjusting pricing strategies accordingly.
 - Developed a dynamic pricing model that responded to real-time market conditions, leading to an immediate uplift in ADR by 8%.
- Competitive Set Management:
 - Established a competitive set for benchmarking, leading to better market positioning and an increase in market share by 5%.
 - Conducted competitive analysis to identify immediate opportunities, resulting in targeted promotions and pricing adjustments that increased bookings by 7%.
- Forecasting and Analytics:
 - Utilized advanced forecasting techniques to predict demand for the month, achieving a forecast accuracy of 95%.
 - Created a revenue report and dashboard that provided actionable insights, facilitating data-driven decision-making and improving month-end performance by 12%.
- Strategic Planning and Implementation:
 - Implemented revenue management strategies that aligned with the company's monthly targets, resulting in an improved profit margin by 10%.
 - Collaborated with the operations team to enhance guest satisfaction, contributing to an increase in occupancy rates by 8%.
- Technology Integration:
 - Leveraged PriceLabs to automate pricing adjustments, enhancing efficiency

and accuracy in revenue management, leading to a 15% reduction in manual pricing errors.

- Integrated EO Strategy into the existing systems to streamline revenue optimization processes and improve responsiveness to market changes, resulting in a 10% faster reaction time to market fluctuations.

Revenue Manager

Millenium Hotels & Resorts, Auckland, NZ

2020 – 2023

Duties and Responsibilities:

- Managed revenue optimization strategies for a portfolio of more than 18 properties, totaling over 8000 rooms and suites, across New Zealand.
- Developed and implemented strategic pricing strategies tailored to each property, leveraging revenue management systems and advanced analytics.
- Oversaw the management of room inventory and rates across multiple distribution channels, ensuring rate parity and inventory availability.
- Utilized business intelligence tools to analyze large sets of data, generated regular reports and dashboards to track key performance indicators.
- Conducted competitive analysis to monitor competitor pricing and market positioning, identified revenue optimization opportunities.
- Collaborated closely with property management teams and other stakeholders to align revenue management strategies with overall business objectives.
- Provided guidance and support to property teams on pricing decisions, inventory management, and revenue optimization strategies.

Revenue Manager

APX Hotel Apartments, Sydney, Australia

2021 – 2023

Duties and Responsibilities:

- Specialized in revenue optimization for hotel and short-term rental properties.
- Proficient in tools such as Oracle Hospitality, Cloudbeds, WebRezPro, Hotelogix, SiteMinder, and Salesforce.

Various Hotel Positions

Different Group of Hotels and Resorts

2004 – 2020

EDUCATION

Bachelor's Degree in Hotel and Restaurant Management
Our Lady of Fatima University
2005



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