



Job Title: Junior Revenue Manager (Europe) (Full Time)

Reporting to: CEO

Primary Function: understand customer requirements, manage implementation process, and drive adoption by providing recommendations that align with hotel client's specific business needs. You are the go-to expert who helps our Hotel Managers better understand our recommended prices, analyse booking trends and anything else that helps them better optimize their pricing and maximize their revenue.

Salary: 780€/month during the duration of the [EYE program](#).

Location: Lisbon, Portugal

Are you looking to join a highly ambitious international technology startup and build a career in Revenue Management? Do you want to work with a groundbreaking product created by some of the best engineers on the planet? Are you looking for a company that will invest time in your development, support your professional growth and listen to your ideas?

If the answer is yes to the above, you may have found your dream job and we may have found our dream hire!

I'm Mario, Founder & CEO of Climber. I am looking for a super talented individual to join the team as we are growing to different European markets.

Climber helps independent hotels and small hotel chains grow revenues by automating their daily pricing, availability and campaigns decisions with an easy to use platform. Our long-term vision is to democratize the Revenue Management Software, changing the way data analysis and decision making is approached within hotels all over the world, leading to transformational change for our clients, from the bottom line to their impact on guests' satisfaction.

To achieve this, we need to build an amazing team. Here's where you come in...

We are looking for our first Revenue Manager to join our team. If you are looking to get in on the ground floor of a high-growth startup and love looking at data and analysing trends, this might be for you. If you are successful - the sky's the limit here and we reward our own.

Our hope is that you'll grow to be a Senior Revenue Manager or even a VP of Revenue Management, responsible for overseeing a team of regionally-focused revenue managers.

We have too much interest to handle and are looking to rapidly scale our team.

The Junior Revenue Manager possesses experience in hotel revenue management and is highly analytical. He/she loves data and large data sets and the insights they can pull out of them. He/she is able to look at a graph of data and instantly derive insights. Is a pro at Excel or other data analysis tools. He/she is highly motivated and possesses an entrepreneurial spirit - most of us here are former founders or failed founders.

The Junior Revenue Manager will manage clients' relationship and identify opportunities to generate new business for the hotel clients and he/she is the main responsible for keeping customers loyalty and renovation of contracts.

The Junior Revenue Manager will conduct technical-level conversations and analysis with senior executives about their business, their revenue management issues and strategies to overcome them.

The successful candidate will be a strongly self-motivated and driven individual who is methodical and tenacious, and can effectively interact with a team.

Key Responsibilities

- Strategize a concrete plan to achieve clients' goals.
- Make pricing, availability and restrictions recommendations.
- Execute actions on behalf of client to generate new revenue enhancement opportunities, when needed.
- Engage hoteliers in targeted revenue goals.
- Manager periodic discussions with senior execs around their business needs.
- Manage and maintain current clients by providing a top-notch support.
- Leverage Climber tool to make analysis together with the client.
- Present monthly results to the current clients.
- Map existing Revenue Management technology and processes within the hotel and suggest improvements.

Requirements

- A commanding desire to learn and succeed in Revenue Management.
- Prior hotel industry experience.
- Know what IDEaS, Duetto or PROS is.
- Familiarity with Property Management Systems (PMS).
- Degree from a top-tier school.
- The ability to write succinct, crisp emails and a great phone manner.

Behavioural Requirements

- A desire to do and achieve brilliant things! Is a natural 'builder' and self-starter.
- Authentically curious, you love learning and improving yourself.
- Integrity is fundamentally important to you.
- Good team player, flexible and a positive attitude
- You want to make a real difference.
- You are naturally entrepreneurial, smart and are not shy to speak up when you can add value.
- Take feedback well and put the team and customers first.

About Climber – Climber is an intelligent revenue management platform that enables independent hotels and small hotel chains to take effective decisions based on real-time data about their hotel and the market.

Our software improves decision-making by saving hoteliers 6 to 8 hours per week and helps to increase hotel's revenue by 8%-10% per year. Climber data-driven platform offers a suite of web-based features with rich analytics and concrete recommendations for immediate actions.

Climber has a team of 10 amazing individuals, backed by leading European VCs and has offices in sunny Lisbon.

You join Climber because you want to work with proven leaders and learn how to build a sustainable, profitable company from the ground-up while developing your career.

We promise to invest in you, to be transparent, to celebrate the wins, learn from the losses, and have fun along the way.

If interested, please send a note to our CEO, Mario Mouraz, at mario@climberhotel.com



Learn more about us at www.climberhotel.com