

# BASECAMP

Living spaces for dreamers, thinkers and go-getters

## Job Description – Intern Revenue Management

An Intern Revenue Management contributes the day-to day sales and marketing strategy by analyzing demand and pace as well as competitor pricing, monitoring progress, and ensuring that policies and strategies are carried out.

### What will you be doing?

As Inter Revenue Management, you will be responsible for analyzing and presenting financial data that will help the CMO and HOR to make well-informed decisions about potential new business and the market, in general. An IRM will support the Head of Revenue in completing a variety of reports to help the organization track financial health and progress. Specifically, you will be responsible for performing the following tasks to the highest standards:

- Ensure Rate Parity across all online and offline channels (Student & Short Stay)
- Assist the Sales & Marketing team by providing an analysis of statistics and yield information that identifies potential new business, markets and trends using AirDNA & Tableau
- Prepare an 18-month market segment outlook and maintain on a daily basis by monitoring actual results versus forecast for plan achievement
- Record and analyse all refused, lost, cancelled and waitlisted business for both Guest rooms
- Assist in identifying and maximizing all possible opportunities and minimizing any risks
- Support the HOR in completing and analyzing month end reports
- Preparing and holding Monthly Revenue Meetings
- Establishing Total Revenue Management Analysis to maximize Revenue/Profit per available m<sup>2</sup>

### What are we looking for?

Basecamp Student is looking for an energetic, positive, self-driven numbers nerd with great communication skills and the will to drive revenue:

- Positive attitude and good communication skills
- Commitment to delivering a high level of teamwork
- Flexibility to respond to a range of different work situations
- Ability to work under pressure and under own initiative
- Previous experience in data management, revenue management & analytics
- Experience in Tableau is a plus

It would be advantageous in this position for you to demonstrate the following capabilities and distinctions:

- Knowledge of local market
- Knowledge of hospitality
- Passion for sales and for achieving targets and objectives

If you are the one we are looking for, please send an email to Head of Revenue, Alexander Doberstau, on [alexander.doberstau@basecampstudent.com](mailto:alexander.doberstau@basecampstudent.com) with your application and CV