

# At Accent Inns We Really Give A Duck

We give a duck about our guests, about our employees, about our communities...and we give a rubber duck in every Accent Inns room. We are searching for a **Director of Revenue** who gives a duck, too.

## Who We Are

So long stuffy-and-staid hotels, hello Accent Inns and Hotel Zed—the B.C. hotel chain with big personality. With eight locations across two brands in Victoria, Richmond, Burnaby, Kelowna, Kamloops and Tofino, we deliver more than expected in a way the big chains can't- and we are growing!

At Accent Inns, we strive to be different in a good way. Our elevators are transformed into hot-air balloon rides, our shuttle vans are ducky inside and out and we work in humour at every customer touch point. At Hotel Zed, we are rebels against the ordinary. With ping pong lounges, roller skate rentals and comic books in every room, we are a place that is super cool and kick ass, but totally down-to-earth. Fun, playful and approachable, that's who we are.

Success attracts success and here you will be working with an extraordinary company. We received the Tourism Industry Association of Canada's *Business of Year* award in 2018. Our CEO was recently named *Hotelier of the Year* by Hotelier Magazine. To top it all off, our recent employee survey showed that 95% of our employees are happy to work here. Our secret sauce is our Core Values that embody who we are as a company and we believe in them fiercely. We are dedicated to ensuring people can be real, have fun, be empowered to make everything better and have each other's back.

## What the Role is Quacked Up to Be

The Director of Revenue is responsible for maximizing overall revenue through development and implementation of effective inventory control and a dynamic pricing strategy for Accent Inns/Hotel Zed brands. Primary responsibilities include implementing and optimizing Revenue Management policies, procedures, strategies and initiatives in order to maximize profitability. This includes managing relationships with OTAs, reviewing and analyzing reporting, evaluating inventory selling process and development of rate and promotional strategies.

Working at Accent Inns is different than working anywhere else, and we don't just say that. Here your ideas can become realities quickly. We don't have layers of approvals or a corporate office out of country that needs to sign off on everything. Instead, we offer you an environment where you can really spread your wings. The sky is the limit with us. Oh, and you can also expect excellent benefits and a competitive compensation package, too.

The role is ideally located in Vancouver or the Lower Mainland.

## The Individual You Are

You have a sharp analytical mind and see a plethora of options to make everything better and improve our revenue streams. You love nothing better than pouring over spreadsheets and reports looking for the answers. You are also a master at collaboration and influence, forging strong relationships with key stakeholders internally and externally to create and implement new strategies for the future. Your communication and presentation skills are second to none. To top it all off, you bring solid experience in hotel revenue management of at least 3 – 5 years, preferably with multiple properties.

## If You Are the Duck We Are Looking For

If you are a respected leader among your peers with an intricate knowledge of revenue management strategies and if you stand out from the rest (in a good way)- we want to hear from you. **APPLY NOW!**

