

REVENUE MANAGEMENT INTERNSHIP

**Miami
USO43**

Since over 10 years, our Hotel & Spa provides hospitality internships to international hospitality school graduates and young professionals who completed a hotel apprenticeship (Hotelfachfrau/-mann).

This internship will teach the basics in Revenue Management at two of Miami Beach's most successful independent hotels.

We are offering a 12 month paid internship position in Revenue Management starting the end of January 2012 which will provide you with the opportunity for future career specialization.

We offer an hourly pay rate of \$ 10.00. This hourly rate translates into approximately \$ 1,504.00 per month net. The workweek consists of 40 hours

Initial 2 weeks accommodation including breakfast/lunch/dinner in hotel's cafeteria

Qualifications:

- min. Two years months work experience in a hotels' Reservations and/or Front Desk operations. (Focus on Rooms Division) or hotel/tourism academic education
- Must be versed in Excel (able to produce basic spreadsheets) and Microsoft Word
- Candidate must have Bachelor or Master degree from an accredited hospitality/tourism academic institution, is looking for an internship as a „practical semester“ or must have completed an apprenticeship (Hotelfachfrau/Fachmann) at a 4 star hotel.
- Proof of degree completion/current enrollment from/at the academic institution is required.
- base knowledge of the hotel Property Management System „Micros Fidelio Opera“
- must be 21 years or older
- Excellent English Skills
- must be motivated and eager to learn
- previous work experience with rate/inventory management/rate updates on OTA sites such as HRS, hotel.de, Expedia a big plus

During your internship you will learn

- The ins and outs of Electronic Distribution including the hotels' "distribution architecture"
- What rate parity means
- What margins and markups are
- How online travel agencies (OTA's) work
- To manage OTA's Extranet systems
- How to update rates, inventory and stay restrictions with our distribution partners
- How to process commission payments, reconcile commission requests
- How to translate Yield Management decisions
- About the Revenue Manager daily tasks
- How to create reports
- How to interpret reports

Your responsibilities

Intern to obtain a J-1 visa through an accredited agency. All visa related costs and travel expenses must be paid by the intern. Intern is responsible for his/her own accommodations.