

# Hotel Regional Manager

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Web :



## Job Summary

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Vacancy :

Deadline : Jan 01, 1970

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Employment Status :

Experience :

Salary :

Gender :

Career Level :

Qualification :

## Job Description

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**\*\*Prior/Current Hotel Background Required; Mutli Property Experience Preferred\*\*** When you join Sandpiper Hospitality, you will undoubtedly become a part of a team that greets everyone with a warm WELCOME and appreciates your hard work. We have been recognized as one of the fastest-growing companies in the extended stay space! The Regional Manager works with all assigned properties to ensure that the best possible results are achieved in all categories of performance. Utilizes the array of actions listed below, plus others as necessary, to ensure the successful operation of the hotel and the achievement of the company's performance expectations. \*The successful candidate will reside in the greater Florida market\* \* All hotels in the portfolio are extended stay properties\* Guest Relations: · Regularly reviews all customer feedback sources taking action to effect proactive evolution of our service and product models · Monitors property for compliance with brand surveys and online reviews in both results and responses · Focuses on consistently attaining excellence in guest satisfaction and loyalty through a holistic approach to service, product, and experience Financial: · Manages P&L against budget and continuously looks for ways to maximize short and long-term profit through proper controls of spending and labor, cost reductions, and increased revenues through both occupancy and an optimized ADR Sales & Revenue: · Implement & manage sales programs that set expectations, strategies, and tactics to drive base and incremental revenue · Conducts area market analysis and works with others to create and implement an effective marketing strategy for the area and updates this plan on a regular basis to maximize asset performance · Collaborates with appropriate parties to create and implement effective revenue management strategies to maximize RevPAR and market share Operations: · Ensures excellent condition of each asset in order to maximize guest and owner satisfaction · Inspects buildings to ensure all brand standards are met · Ensures consistent enforcement of all policies and procedures related to the operation of the hotel · Review performance reports for each property on a daily basis to identify trends and ensure proper operation of the property according to company policy and procedures · Responsible for overall performance of each property as measured by key performance indicators (ex. Occupancy, RevPAR, Net Operating Income, etc.) · Audits all documentation for completeness and accuracy · Working with the President, conceives of and designs new operational initiatives necessary to improve operations and results. Education: · High school diploma or equivalent. Bachelor's degree in Business Management, Economics, Marketing, or other business related field preferred. Experience: · 3 or more years of multi-site management · 1 or more years of creating, implementing, and monitoring corporate initiatives · Track record of high performance in areas of revenue generation through sales & marketing · Track record of controlling & reducing costs Travel · Must have a valid driver's license with an acceptable driving record · Must be able to stay overnight on location as needed to perform the duties of the role Knowledge: · Advanced understanding of common office/front desk procedures · Intermediate understanding of business management practices · Intermediate proficiency in computer software, especially word processing and spreadsheet software Skills: · Must be able to read, write, and speak English proficiently · Intermediate computer operation including but not limited to accessing data from the internet as well as word processing and spreadsheet software · Effective communication with staff and guests · Effective conflict management · Effective negotiation and sales skills · Effective analytical skill to identify trends and problem solve from afar. When you join our team, you will be welcomed with these great benefits! Paid Time Off – Our associates work hard and should be rewarded. You will receive paid vacation days and a generous number of paid holidays. Healthcare – There are a few options, We encourage our associate to select the best option for their lifestyle. SH picks up a generous amount of the cost. We also offer a limited amount of medical coverage for Part Time associates as well. Room Discounts – Enjoy time away with your friends and family and enjoy the associate room discounts as the market allows in certain cities. Training – Absolutely we have brand training for each of our brands. Come and join the team. Incentives – Work hard and we pay with incentives. We have a variety number of incentives. Our associates are generously rewarded for their hard work and contributions to the brand. Rewardian – We recognize our team with their tenure and delivering outstanding service. Associates are rewarded points for their tenure and extraordinary service delivered to our guests. People Strategy - We recognize our team with annual surprise packages reinforcing our Company Core Values Our Core Values are at the root of our culture and sets us apart from the competition. We Are All In – TEAM Our all-in spirit fuels our ability to work, benefit from teamwork and camaraderie and to leverage our collective experience, creativity, inclusiveness, and diversity. We Are Inspired – Service We are inspired every day to provide unparalleled service and care to all of our customers and stakeholders. We Do The Right Thing – Integrity We are guided in our decision making and in our culture by ensuring that we always do the right thing; that we thoughtfully conduct our business mindful of the impact we have on our associates, guests, community and owners/investors. We Grow By Giving – Enrichment We are growth oriented and understand that we will enable growth personally, professionally, and as a company as a direct result of our ability to enrich the lives of others. We Play To Win – Results We are relentless in our commitment to achieving excellent performance and to achieving our collective goals through creating and inspiring environment; we are truly driven by being the very best at what we do. The Regional Manager (RM) is responsible for 1) driving and attaining expectations in all aspects of operational performance for the assigned portfolio of properties, 2) managing and leading property General Managers in their portfolio, 3) managing property openings in and outside of their portfolio of hotels, and 4) implementation and support/maintenance of all company standards, processes and procedures throughout their portfolio, and 5) execution of operational initiatives across their portfolio. The RM accomplishes this through a strategic approach focused on outcomes that benefit their portfolio by maintaining efficient operations that produce positive results. Management of property openings requires a tactical, detail-oriented approach focused on meeting objectives in both time and quality. E.O.E. M/F/D/M/V DRUG FREE WORKPLACE Job Type: Full-time Pay: \$80,000.00 - \$90,000.00 per year Benefits: 401(k) Dental insurance Employee assistance program Employee discount Health insurance Health savings account Life insurance Paid time off Referral program Vision insurance Schedule: Day shift Holidays Monday to Friday Night shift Weekends as needed Ability to Relocate: Florida: Relocate before starting work (Required) Work Location: On the road

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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