

Join our team at Oaga Art Resort

**WE ARE SEEKING TALENT
FOR THE POSITION BELOW**

REVENUE & E-COMMERCE MANAGER

Key responsibilities:

- Develop and execute the resort's digital revenue strategy, including pricing, demand analysis, inventory optimization and market positioning.
- Lead rate and inventory optimization across room categories, packages, markets, seasons and online distribution channels.
- Own the resort's e-commerce and digital revenue strategy, driving direct bookings, conversion, online visibility and channel performance.
- Manage the strategic performance of OTAs, direct channels and other distribution partners, optimizing channel mix, profitability and market reach.
- Oversee the commercial configuration and connectivity of PMS, RMS, channel manager, booking engine and distribution platforms, ensuring accurate rates, inventory, packages and restrictions.
- Leverage the RMS and commercial systems to support data-driven pricing and forecasting decisions, while challenging and refining system recommendations where required.
- Develop and manage promotional strategies, tactical offers and e-commerce campaigns in collaboration with Sales and Marketing.
- Monitor rate parity, channel costs, commissions, production and profitability, identifying opportunities to improve the resort's net revenue contribution.
- Partner closely with Sales, Marketing, Reservations, Finance and Operations to align commercial strategy and ensure effective execution.
- Manage relationships with OTAs, technology providers and distribution partners, driving optimization, troubleshooting connectivity and identifying new commercial opportunities.

Requirements:

- Bachelor's degree in Hospitality, Business, Marketing, Revenue Management or a related discipline.
- 6+ years of experience in hotel/resort revenue management, e-commerce, distribution or a comparable commercial role.
- Strong knowledge of revenue strategy, pricing, inventory management and online distribution.
- Experience working across PMS, RMS, channel management and booking engine platforms.
- Strong commercial acumen, analytical capability and advanced Excel/reporting skills.
- Proven experience managing OTA and direct distribution performance.
- Strong understanding of digital commerce, conversion and online customer acquisition.
- Excellent communication, stakeholder management and problem-solving skills.
- Luxury resort and/or Maldives experience would be an advantage.

Interested? Apply now:

Email your CV to **jobs@oagaresorts.com**

OR Apply Online **oagaresorts.com/careers**

Deadline :

30 SEP 2026



**Only selected candidates
will be notified.**