



**Accor South Korea Corporate Office**

## **Director, Commercial - South Korea**

### **YOUR EXPERIENCE AND SKILLS INCLUDE:**

- Bachelor Degree or equivalent is of advantage
- Minimum of 5 years of relevant experience in the hotel industry
- Strong understanding of Sales, Revenue Management and Distribution concepts
- Strong working knowledge of RMS (EzRMS), CRS (TARS) and PMS (Opera)
- Korean market experience
- Fluent in written and spoken English and Korean

### **WHAT YOU WILL BE DOING:**

- Guide properties in their commercial strategy with a strong focus on Sales, Revenue Management and Distribution
- Driving methods, processes, tools, and the coordination of dedicated human resources in South Korea hotels in order to maximize the turnover of the hotels.
- Regular engagement with Region and Operations team to highlight opportunities, performance risks and gaps.
- Develop high-caliber talent, anticipate future talent needs and guide plans to address skill and resource gaps in hotel Sales and Revenue Management teams
- Assist VP Operations in developing relationships with property owners, and assist in owner presentations and regional updates where required.

### **WHAT IS IN IT FOR YOU:**

- Competitive salary package
- Employee benefit card offering discounted rates in Accor Hotels worldwide.
- Opportunity to grow within your property and across the world!

### **HOW TO APPLY**

Ms. Joycelyn KOH  
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Accor Careers  
<https://bit.ly/3d7fWgV>

