

Head of Revenue & Luxury Rentals

VDB Luxury Properties is looking for an experienced, strategic and highly results-driven Head of Revenue & Luxury Rentals to lead our Luxury Rentals business and drive VDB's overall commercial and revenue strategy. This is a senior leadership role combining commercial strategy, revenue management, data, financial thinking and people leadership. You will have direct responsibility for the performance and growth of Luxury Rentals and its property portfolio, while working across VDB's business lines to identify revenue opportunities, improve conversion and profitability, and turn ambitious growth targets into results. We are looking for a leader who is deeply customer-centric and equally performance-driven someone who understands that exceptional client experiences and strong commercial results reinforce each other.

- **Revenue & Commercial Strategy:** Design and drive VDB's commercial and revenue strategy in close partnership with the CEO & Founder. Translate ambitious growth objectives into clear commercial targets and align VDB's business lines to identify synergies and unlock new revenue opportunities.
- **Luxury Rentals & Team Leadership:** Take full ownership of the performance, growth and profitability of VDB's Luxury Rentals business, leading both the Rentals and Property teams. Lead, coach and develop a team of 10+ people, creating a high-performance culture built on accountability, collaboration, excellence and ownership.
- **Revenue Management, Data & Financial Performance:** Use pricing, demand, pipeline, conversion, market and financial data to identify opportunities, optimize revenue and margins, forecast performance and support strategic decisions. Define the right KPIs, dashboards and reporting rhythms, and partner with the Finance Manager to drive P&L performance.
- **CRM, Digital & Commercial Excellence:** Champion CRM as the foundation of VDB's commercial operation, driving adoption, discipline and data quality across the teams. Leverage technology, automation and digital channels to make the commercial operation smarter, faster and more scalable.
- **Client Experience & Commercial Innovation:** Keep the client at the centre of commercial decision-making. Continuously identify opportunities to improve the customer journey, service proposition and commercial model as the expectations and behaviours of international luxury clients evolve.