

CANDIDATE	INTERVIEWER	DATE	STAGE
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INTERVIEW QUESTIONS · REVENUE MANAGER

1	Can you describe your experience with developing and implementing pricing strategies?	1 2 3 4 5	
2	How do you stay updated on market trends and changes in supply and demand?	1 2 3 4 5	
3	Which data analytics tools are you proficient in, and how have you used them to predict revenue?	1 2 3 4 5	
4	Can you give an example of a time when you successfully collaborated with sales and marketing teams?	1 2 3 4 5	
5	Describe a situation where you had to adjust your revenue strategy based on performance reviews. What was the outcome?	1 2 3 4 5	
6	How do you ensure optimal inventory management to maximize occupancy and rates?	1 2 3 4 5	
7	What techniques do you use to forecast future revenue?	1 2 3 4 5	
8	How do you handle a significant drop in revenue?	1 2 3 4 5	
9	Can you provide an example of how you have used competitor analysis to adjust your pricing strategies?	1 2 3 4 5	
10	What metrics do you prioritize when conducting performance reviews, and why?	1 2 3 4 5	

OVERALL ASSESSMENT

CRITERIA	SCORE (1-5)	NOTES
Educational Background Appropriate qualifications or training for the position.	1 2 3 4 5	
Prior Work Experience Skills or qualifications acquired through past work.	1 2 3 4 5	
Qualifications / Experience The technical skills the position actually needs.	1 2 3 4 5	
Problem Solving Abilities Demonstrated critical problem-solving.	1 2 3 4 5	
Communication Team building and communication skills.	1 2 3 4 5	
Organizational Fit Would this hire steer the organization the right way?	1 2 3 4 5	

CRITERIA

SCORE (1-5) NOTES

Directional Fit

A step forward, or backward, in their career?

① ② ③ ④ ⑤

RECOMMENDATION

☐ Advance ☐ Hold ☐ Decline

1 = well below the bar · 3 = meets it · 5 = clearly above it

AvaHR — hiring software for teams without a recruiter
Use the same scorecard for every candidate in this role.