

Job Description

The post holder will train on-the-job in the Revenue Management division focusing on Pricing and Yield Management. The position will give exposure in maximizing passenger revenue for geographic regions within SriLankan Airlines network by analyzing using complex models and tools to monitor passenger demand and changes to the competitive pricing environment. Trainee Revenue Management Analysts will be expected to understudy Flight and Pricing Analysts as well as develop relationships with other departments to maximize the effectiveness of projects designed to improve revenue performance for SriLankan Airlines. The post holder is expected to develop in depth understanding of the marketplace and formulate yield and pricing strategies to drive a competitive advantage for SriLankan Airlines.

Accountabilities:

- Gain an understanding on maximization of route revenue by developing and implementing inter-departmental strategies through quantitative analysis of historical passenger demand, competitive environment, and consumer buying behavior.
- Understudy the concept of competitive analysis to determine optimal pricing across the network and create new fare products to capitalize on changes in consumer buying habits and manage each fare product line by considering passenger demand and optimization of inventory for each portion of the network.
- Undergo training on analysis of trends in bookings, revenue, market dynamics, demand patterns and competitive landscape.
- Assist in the identification and segmentation of customers based on market conditions.
- Understand fundamentals on development of fare structure/demand forecast to optimize revenue.
- Be familiar on the interpretation and application of department strategies and working with other stakeholders.

We are looking for team members who can be groomed to drive innovation and evolution within our business as we adapt to a highly competitive environment.

Job Information

Department Name
Revenue Management & Planning

Date Opened
09/12/2024

Application Closing Date
19/12/2024

Job Type
Full time

Industry
Airline - Aviation

City
Katunayake

Province
Western

Country
Sri Lanka

Postal Code
11450