

POSITION DESCRIPTION

JOB TITLE: Flight Analyst

REPORTS TO: Manger Revenue Management, Pricing & Schedule Planning

DIRECT REPORTS: 0

LOCATION: Air Vanuatu Head office, Bladiniere, Port Vila, Vanuatu

THE ROLE

As a Flight Analyst in the Commercial team, you will be responsible for managing revenue and overall commercial performance on your own set of routes. Working collaboratively with key stakeholders across the business, you will be a team player with strong initiative. You will ensure that revenue targets are maximised through a number of control mechanisms.

KEY RESPONSIBILITIES

Accountability	Major Activities	Key Metrics
<p>1. Revenue manage flights across the international & domestic network</p>	<ul style="list-style-type: none"> • Analysing historical and future passenger demand trends to understand the socio-economic drivers behind demand changes to drive accurate demand inputs into the revenue management system. • Closely monitor passenger booking trends and anticipate the effect of events on demand. • Stay apprised of key events and other passenger demand drivers in assigned markets • Work with teams across Pricing, Sales & Marketing to plan, implement demand and inventory strategies for the network. • Compile reports to facilitate performance tracking, monitoring, and to support pricing and sales planning decisions. • Deciding the price on flights and to implement these price changes, reviewing performance and continually refining the strategy. • Forecasting demand based on performance trends and external factors. • Analysing data to support commercial decision making, and communicating insights. 	<ul style="list-style-type: none"> •
<p>2. Competitor monitoring</p>	<ul style="list-style-type: none"> • Monitor competitor activities across the international routes. • Responding to competitor and market changes and prepare response and actions. 	<ul style="list-style-type: none"> •

	<ul style="list-style-type: none"> • Track competitor fare initiatives and recommend any counter fare tacticals if necessary. 	
3. Managing of codeshare partnerships	<ul style="list-style-type: none"> • Monitor codeshare partner performance and flagging any issue or deviations. • Monitor codeshare partner's fare tacticals released to market and take appropriate action. • Collaborate with PSS to ensure the correct business rules are in place for the codeshare partnership. 	
4. Relationship management	<ul style="list-style-type: none"> • Work collaboratively with internal stakeholders – Pricing, Schedule Planning, PSS, Distribution, e-Commerce, Sales to support inventory, sales, pricing and distribution initiatives. • Engage with sales teams to identify and steer revenue opportunities. • Liaise with reservations and airport teams as necessary to manage operational requirements around passenger bookings and flight loads. • Participate in cross-departmental and cross-divisional projects that impact revenue management. • Participate and have input into the passenger and revenue forecast planning processes. 	<ul style="list-style-type: none"> •
5. Reporting & Performance Monitoring	<ul style="list-style-type: none"> • Track & monitor flight performance across the airline network. • Flag any deviations to paxs and revenue budgets to management and take corrective actions. • Monitor competitor fare tacticals released to market and take appropriate action. 	<ul style="list-style-type: none"> •
6. Additional tasks	<ul style="list-style-type: none"> • Carry out any adhoc tasks that are assigned • Attend industry meetings when required 	<ul style="list-style-type: none"> •

REQUIREMENTS

- Tertiary qualification in any of the following disciplines: Statistics, Engineering, Finance, Economics, Business, or the Sciences.
- Good working knowledge of Microsoft suite of applications – especially excel.
- Knowledge of data analysis and data storytelling skills to provide insights into commercial decisions.
- Ability to build strong relationships with stakeholders and the confidence to provide advice to senior stakeholders across the business.
- Team player and ability to work with different teams across the organisation.
- Eye for detail to ensure information and data is provided error free.
- Ability to understand and interpret trends as reviewed in key performance indicators (KPIs).
- Must be able to work independently with minimal supervision.
- Must have strong and proven problem-solving skills.
- Strong initiative and excellent communication skills.

SPECIAL REQUIREMENTS

- This position is based in Port Vila, and may require some travel away from home base.
- The candidate will need to provide a police clearance and agree to undergo random alcohol testing if when/required by the company.
- Hours of work may include weekends and/or public holidays to meet operational requirements.