

POSITION DESCRIPTION

Position Title	Pricing Analyst	Location	Port Vila
Department	Revenue Management, Pricing & Schedule Planning Commercial Department		
Reports To	TBC		

Role Summary

As a Pricing Analyst in the Commercial team, you will be responsible for pricing activities across the airline network. You will be making decisions that have a direct impact on the revenue of the markets that we fly to. Working collaboratively with key stakeholders across our business, you will be a team player with strong initiative to take ownership in delivering the pricing objectives.

KEY RESPONSIBILITIES

Accountability	Major Activities	Key Metrics
<p>1. Own & drive pricing strategy</p>	<ul style="list-style-type: none"> • Develop pricing strategy and price points for a subset of Air Vanuatu markets, including offline and code-share routes. • Analyse revenue performance, market share, capacity, and competitor activity for assigned markets and create market strategies that support delivery of revenue targets. • Coordinate with Revenue Management Analysts, APTCo & ATI to ensure smooth execution of revenue strategies and fare actions. • Maintain close relationship with multiple stakeholders to actively achieve commercial goals: Sales, Marketing, E-Commerce, Reservations and Business Analyst. 	
<p>2. Competitor & Market monitoring</p>	<ul style="list-style-type: none"> • Monitor OA fare and rule actions and implement an appropriate response to maintain competitive position in the marketplace. • Stay apprised of key events and other passenger demand drivers in assigned markets. • Awareness of market and industry trends in relation to distribution partners and opportunities or challenges each partner presents Air Vanuatu; knowledge of distinct differences in distribution channels and how these differences influence pricing decisions. • Conduct desk research on pricing initiatives. 	

3. Support market activities	<ul style="list-style-type: none"> • Identify pricing actions based on booking trends market performance. • Partner with sales & marketing team for the development of promotional campaigns in the domestic market. • Collaborate with outstations to support any market campaigns. 	
4. Pricing support	<ul style="list-style-type: none"> • Manage all pricing issues reported to the Pricing Help desk. • Troubleshooting of pricing and availability issues as required when this is reported to the Pricing Help desk. • Support any investigations and provide feedback where necessary. • Open WO and IRs via ACSP to address issues that need 1A input. 	
5. Reporting	<ul style="list-style-type: none"> • Produce monthly performance reports to support the decision making process. • Provide regular updates to managers on pricing initiatives and performance outcomes. • Providing competitor updates and market initiatives. 	
6. Other duties	<ul style="list-style-type: none"> • Other duties and ad-hoc projects as assigned. 	

KEY REQUIREMENTS

Essential:

- Tertiary qualification (in finance, mathematics, business or related field) or two years' work experience in an analytical role.
- Experience in analysis and reporting, preferably in revenue management, pricing, finance or related areas.
- Ability to understand and interpret trends as indicated in key performance indicators (KPIs).
- Ability to independently identify problem areas or revenue opportunities and generate quick, solid directional analysis for department leadership.
- Strong attention to detail to avoid errors.
- Superb technical skills – in depth knowledge of MS office suite.
- Ability to work in cross functional teams, maintain and manage relationships with internal/external stakeholders.
- Must be able to work independently with minimal supervision.
- Strong initiative and excellent communication skills.
- Strong communication skills to be able to initiate discussions, engage feedback, communicate complex ideas for various stakeholders.
- Open to driving change in a dynamic environment.

Desirable:

- Experience in airline revenue management and/or pricing.
- Experience working with data to perform complex analysis.

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- Familiarity with Amadeus application or any other GDS.
- Understanding of ATPCO fare, rule, and surcharge filing.
- Understanding of SPA's and impact on pricing.

SPECIAL REQUIREMENTS

The position requires being domiciled in Vanuatu and travel as required to attend meetings, conferences, training courses and other work related activities.

Working hours to be flexible to meet operational requirements including weekends and public holidays.