



Windward Islands Airways International (WINAIR) N.V.
Airport Road 69, Simpson Bay, St. Maarten. D.W.I.
Phone: +1 721 545 2568

Manager Revenue Optimization

Location: St. Maarten
Reports to: Commercial Director

Vacancy

Join the team that keeps the Caribbean connected. Windward Islands Airways International (WINAIR) N.V., based in St. Maarten, is a well-established and growing airline operating in a dynamic international environment. With a proud history and a strong future ahead, we currently employ over 288 professionals and are preparing for significant expansion in the coming years. At WINAIR, our people are at the heart of our success. We are committed to investing in our employees, supporting their development, and creating a professional, collaborative workplace where ambitious talent can grow and make a real impact.

Job scope:

The Manager Revenue Optimization is responsible for maximizing WINAIR's revenue by effectively managing seat inventory and pricing across scheduled and charter flights. The role monitors booking trends, passenger demand, and flight performance to identify revenue opportunities and optimize pricing and availability, while supporting WINAIR's overall commercial objectives.

Duties and responsibilities:

- Develop and implement effective inventory management and pricing strategies and ensure day-to-day inventory decisions are aligned with WINAIR's overall revenue and commercial objectives.
- Analyse passenger demand, booking patterns, competition, and flight performance to determine the most effective seat inventory allocation and maximize revenue opportunities.



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- Continuously monitor flight demand and recommend additional frequencies, capacity adjustments, or flight cancellations based on revenue potential, operating costs, and customer impact.
- Develop and maintain revenue optimization parameters and monitor market and flight-level alerts to ensure available capacity is managed effectively and revenue potential is maximized.
- Develop strategies for peak travel periods and recommend tactical initiatives during low-demand periods to stimulate bookings and improve flight performance.
- Develop and monitor revenue management KPIs and performance reports, comparing actual results against targets and identifying opportunities for improvement and potential revenue leakage.
- Create, update and maintain WINAIR fares and applicable taxes and surcharges in the IBE and the GDS.
- Calibrate and enhance the revenue forecast at route and network level to ensure minimum deviation from the actual uplift.
- Review the existing interline and codeshare agreements to maximize revenue retention.
- Work closely with relevant commercial teams to identify market opportunities, demand changes, and revenue trends, and recommend appropriate actions to improve overall performance.

Qualifications

- A bachelor's degree in business economics, Operational Research, Mathematics, Engineering or equivalent is preferred.
- Minimum 5 years' experience in Airline Revenue Management, with working knowledge of industry systems.
- Good knowledge of Airline Pricing, Network Planning, Distribution and Interline Partnerships.
- Excellent quantitative and analytical skills
- Excellent written and verbal communication skills.

Your Opportunity to Make an Impact

Are you ready to take the next step in your career and play a key role in WINAIR's commercial success? If you have a strong analytical mindset, a passion for aviation, and the ability to turn data and market trends into smart commercial decisions, we would love to hear from you.



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How to apply

Please submit your application, including an updated resume to the Human Resources Department at: **humanresources@fly-winair.com**.

If you would like to learn more about the position or have any questions, please feel free to contact us at the same email address. Our Human Resources team will be happy to provide additional information. Only shortlisted candidates will be contacted to schedule a formal interview.

Apply now via:

Human Resources Department
humanresources@fly-winair.com
winair.sx/careers