

**Windward Islands Airways International (Winair) N.V.** is the successful airline of St. Maarten. We have a long history and are doing well in a dynamic, international setting. Currently, we have about 180 employees, but we expect to grow substantially in the upcoming years. Winair is investing in our employees, empowering them, and striving to be an excellent workplace for ambitious professionals. To support further growth, Winair is looking for

## Revenue, Network, and Scheduling Manager

### Job scope

Reporting to the Director of Marketing and Sales, this new role contributes to the further professionalization of Winair. We are looking for an analytically strong aviation specialist with a hands-on mentality. Probably the second or third step in a career? As the director's right hand, you will get many opportunities to broaden your skills. You will instantly impact the organization's heart with exposure to senior management decisions.

The key responsibilities are the following:

### Network management and scheduling

To create and execute robust, accurate, and operationally resilient schedules across our network for the ATR and Twin Otter fleet. Constant looking for opportunities in the Caribbean's complex, volatile aviation market. Align with our network partners to create seamless connections for our passengers. Coordinate with internal stakeholders (crew, maintenance, etc.) to create optimal schedules. Load and manage flight capacity into the operational and reservation systems, collaborating with the customer control team to manage schedule changes.

### Revenue management

Maximizing passenger revenue through route inventory control and development and key input into the pricing strategies. The establishment of optimal fare structures and the management of the availability of these fares are two key components.

The revenue manager uses the RM systems to optimize commercial performance. The key to successful revenue management lies in interpreting the data and applying practical and coordinated pricing and inventory decisions at a detailed level (e.g., individual flight) and a strategic level.

### Experience and Qualifications

- Bachelor degree or equivalent educational level in a related area.

- 2-5 years' experience in network revenue management, preferably in the airline industry
- Understanding of network carriers, interline / codeshare agreements, and GDS
- Business mindset and strong analytical and problem-solving skills
- An organized, flexible approach
- Airline experience is a strong preference.
- Must be assertive and solution-oriented.
- Hands-on; willing to pitch in and bring Winair further.

Are you the qualified person for this job? Do you have an interest in starting a new chapter with another company? If yes, please apply by sending a motivational letter, a resume, and a valid copy of your passport to the Human Resources Department at [humanresources@fly-winair.com](mailto:humanresources@fly-winair.com). **The deadline for application submission is February 24, 2024.**