

Windward Islands Airways International (Winair) N.V.

Is a successful airline based in St. Maarten. We have a long history and are doing well in a dynamic, international setting. We have about 200 employees and will grow substantially in the coming 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:

Manager Revenue Optimization

REPORTS TO: Commercial Director.

Job Scope

The Manager Revenue Optimization is responsible to optimize the inventory of WINAIR's scheduled and charter flights in order to maximize the revenue.

Tasks and responsibilities

- Develop and implement inventory management strategy and align day to day inventory management tactics with the adopted strategy.
- Analyze passenger demand using the available tools in order to determine and implement optimal seat inventory allocation strategy.
- Recommend additional flights or flight cancellations based on demand on the flights, cost of operations and impact on customer service with the aim to capitalize on reduced operating cost.
- Develop optimization parameters and monitor alerts on all markets to ensure maximum revenue is being achieved at a flight level.
- Create a sell up plan for peak seasons and suggest proactive tactical measures to stimulate traffic during the low seasons to maximize revenue.
- Develop reporting and refine market level KPIs, track performance versus set goals, find revenue opportunities and identify revenue leakages.
- Maintain and suggest pricing and revenue management system parameters to deliver the budgeted results at route level.

Qualifications

- A Bachelor's degree in Business Economics, Operational Research, Mathematics, Engineering or equivalent is preferred.
- Minimum 2 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.

We offer an independent, autonomous role with an attractive remuneration package, with the possibility to grow and develop within the company.

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 passport copy to the Human Resources Department, humanresources@fly-winair.com.

The deadline for application submission is November 30th, 2024.