

Offer Management Analyst

Division: Commercial

Department: Offer Management

Location: Athens International Airport, Building 57, Spata

Type of Employment: Full-time

About us

AEGEAN, based in Athens, Greece, is a member of Star Alliance Group since 2010 and a proud winner of 15 SKYTRAX World Airline awards as the 'Best Regional Airline in Europe'. Instrumental in our success have been our employees, who seek to channel their energy and motivation into the challenging industry of aviation, providing services of high standards across all travel stages and contributing to the continuous improvement of our products. We are looking for enthusiastic, talented and dedicated individuals who can drive our organization forward.

If you wish to explore the exciting world of aviation, join our team!

About the role

We are currently seeking an **Offer Management Analyst** to join our Commercial Division. This role plays a pivotal part in maximizing company revenue by shaping, optimizing, and evolving both flight and ancillary product offering. As part of AEGEAN's Revenue & Offer Management Department, the Offer Management Analyst will own a dedicated product portfolio and be fully accountable for its commercial performance, leveraging in-depth analysis of demand patterns, customer behavior, market dynamics, and competitive trends to unlock each product's full revenue potential. If you bring strong analytical capabilities, a sense of ownership, and genuine commercial curiosity with the ability to turn data-driven insights into impactful actions, then do not miss the opportunity to apply.

What you will do:

- Contribute to the design, development, and implementation of AEGEAN's flight offer and ancillary product strategies
- Perform detailed analysis and reporting, recommending changes that enhance revenue across flight and ancillary products
- Define, monitor, and evaluate success metrics and KPIs for flight offering products and Fare Brands
- Analyze and monitor the performance of Fare Brands and ancillary products, providing insights, recommendations, and actionable improvements
- Collect, maintain, and update the department's analytical reports with accuracy and consistency
- Prepare scheduled and ad-hoc reports that support informed decision-making

- Work closely with the Product, CRM, Revenue Management, and Sales teams to share insights and identify high-impact optimizations and product enhancements

You fit, if you cover the following requirements:

- Bachelor's degree in Statistics, Mathematics, Business Administration, or in any relevant quantitative field
- 2-3 years of professional working experience in a related analytical or commercial role
- Strong MS Excel skills
- Fluency in Greek and English (written and spoken)
- Experience with Power BI or other data visualization tools will be considered as an asset

And you have competence in:

- Positive attitude with a collaborative team spirit
- Strong analytical thinking, attention to detail, and a proactive problem-solving mindset
- Communicating effectively in a structured manner, with all stakeholders
- Organizational skills, with the ability to manage shifting priorities and meet deadlines
- Strong sense of ownership and accountability over your product portfolio
- Drive to achieve optimal results and contribute to AEGEAN's commercial success

If you pursue your career journey with AEGEAN, on top of a challenging job, we offer:

- A working environment where you feel valued and appreciated
- Excellent career and development opportunities within the organization
- Flight tickets
- Private health insurance scheme

**If this looks like an interesting opportunity for you,
send us your application [HERE](#)**