

Revenue Management Analyst

Division: Commercial

Department: Revenue 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

There is currently a job opening "**Revenue Management Analyst**", in the Revenue Management Team. As a Revenue Management Analyst, you will be responsible for maximizing revenue per flight by analyzing demand elasticity, forecasts, and market characteristics, while creating and adjusting revenue management strategies for each market. If you want to be a part of a fast-paced environment and have a passion in achieving the best possible results, then this role is for you!

What you will do:

- Develop and implement revenue management strategies for assigned routes
- Deliver budgeted revenue targets for the assigned portfolio
- Monitor route performance, competition, demand, and system forecasts, taking corrective actions as needed
- Conduct post-departure analysis on spill, spoilage, denied boarding and show-up ratios and adjust overbooking levels accordingly
- Analyze data, identify trends, propose corrective actions, implement solutions, and audit applied strategies
- Collaborate with Sales Managers to exchange feedback on strategy performance and handle fare adjustment requests to maximize revenue

You fit, if you cover the following requirements:

- Bachelor's degree Mathematics, Statistics, Finance or in any relevant field
- Master's degree in a quantitative discipline is a plus
- 0-2 years of professional working experience in a similar position
- Fluency in written and oral Greek and English
- Advanced MS Excel skills
- Previous working experience in the airline industry will be considered as an asset

And you have **competence** in:

- Analytical way of thinking and numerical skills
- Passion for problem-solving and decision-making
- Ability to prioritize and meet deadlines
- Working collaboratively
- Results orientation
- Negotiation skills and Flexibility

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](#)