

United Arab Emirates Jobs Expertini®

Emirates Careers | Revenue Optimisation Manager Jobs in Dubai

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Company: Emirates

Location: , Dubai, United Arab Emirates

Category: business-and-financial-operations

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Job Responsibilities:

Implement the agreed Revenue Optimisation strategy for Emirates that includes the integration of Origin and Destination management, Pricing and multi-channel sales strategies, revenue targets, yield targets, flight management targets for the assigned regions.

Plan and evaluate tour operator proposals from the network for Medium (1-3 years) and short term allotments aimed at enhancing revenue growth by providing visible presence for Emirates in the Tour Operator Market whilst minimising risk to Emirate's inventory.

Maximise regional revenue for defined peaks, holidays, and special events – monitor and manage strategies to achieve the optimal mix of traffic flows on each flight departure

Monitor and enhance own and team's contribution to Network revenue, RASK, Yield and Seat

Factor to achieve targeted annual network revenue, seat factor and yield.

Job Requirements:

Degree or Honours (12+3 or equivalent) in mathematics/statistics or related to transportation or economics.

8+ years' experience in Commercial/Revenue Optimisation in the airline industry

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