

Revenue Optimisation Manager Jobs in Dubai | Emirates

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Company: Emirates

Location: Dubai

Category: business-and-financial-operations

1- Revenue Optimisation Manager

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Yield, route profitability, seat factor and market share and coach regional teams in development/implementation of new decision support systems. Analyse market trends that influence Emirates' commercial performance, provide network wide pricing recommendations that optimise corporate revenue, route yield and profitability.

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.

Evaluate trends in market conditions using information available from various sources, including market intelligence reports relative to competitor activities, political/economic trends, industry development and drive route profitability encompassing optimum cabin/class/point of sale mix.

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.

Job Requirements:

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

Experience in Commercial/Sales Revenue Optimisation: 8+ Years (experience in Revenue Management in the airline industry is preferred)

Experience in PROS O&D system will be an advantage

In depth knowledge of IATA tariff , Ticketing and Revenue accounting for Pricing Manager role.

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