

Senior Market Manager Jobs in Abu Dhabi | Etihad Careers

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Company: Etihad Airways

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

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Job Responsibilities:

Deputising for the Head of Pricing & Market Management as key contact in Revenue Management for strategic/market related decisions

Focal lead for the Market Teams liaison with Solutions & Innovation, Pricing Development, Operations Research and Enterprise Analytics Teams to define business requirements on new systems, tools and analytics to improve Revenue performance

Own, and lead, the Network Peak Management process in coordination with the Senior Manager Route Strategy ensuring compliance across all market teams

Lead and develop the work processes, recruitment of Manager Pricing Demand and Training requirements for the Market Management Teams

Accountable for delivering the monthly revenue performance against agreed revenue targets by

setting the pricing framework by market segment for Etihad's products and services, considering the product proposition and competitor strategies to maximise revenue

Job Requirements:

Educated to degree level or with relevant analytical and Commercial experience, with high familiarity to airline systems, such as PROS, Origin & Destination Systems, GDS, MIDT, DDS, Pricing Theory and management accounting reports, etc

Minimum of 8 years working experience, with a minimum of 3 years in a (Mid/Senior) management position in a numerate and analytical role in a complexed numerate and analytical environment within the Airline Revenue Management/Planning and proven ability to coach, motivate and lead a team, ensuring goals are met/exceeded

#J-18808-Ljbffr

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