Flight Analyst

Luxair Airlines
Luxembourg

Apply

For our department Revenue management within Luxair Airlines, we are looking for a flight analyst:

Job description

- Set up and implement a strategy per dedicated route/segment agreed by the Head of Revenue Management
- Analyze and manage the daily performance criteria and optimize the dedicated routes by:
  - Monitoring and validation of demand forecast at route and segment level
  - Validation of show up forecast, detection of optimization solutions and identification of further potential
  - Bid Price validation
  - Regular market analyzes with the given Tools provided; competitor monitoring / business intelligence, collect and analyze external data and proceed to corrective actions if necessary
  - Analyzes of KPI’s; evaluation of the results in context with the market/competitor situation, identifying of opportunities and detecting solutions for irregularities
  - Evaluation of given pricing structure together with Pricing and proceed to corrective actions
  - Definition of criteria for flight rules in order to identify outlayers which are not following the expected booking behavior; management of detected flights by means of Alerts in the RMS
  - Monitoring and adjustment of overbooking levels in order to maximize the cabin load factor, taken into consideration denied boarding costs
  - Maintaining Upgrade and Decrement strategies
- Execution of data analyzes, validation and adjustment of incorrect post departure data; ensuring data quality and their introduction in the different systems
- Identification of upcoming booking trends per Leg/Segment taken into account forecasted and historical booking data
- Initiating of ad-hoc analyzes to assess future challenges and detection of resolution methods
- Post-departure analyzes of route/segment results and transformation of findings in the strategy setup for the upcoming year
- Prepare management reporting on demand
  - Long term and under-seasonal definition and management of the optimal share between Seat only, Tour Operator and Block space capacity as well as Tour Operator pricing in collaboration with responsible stakeholders and Pricing
  - Daily monitoring/comparison of Seat only and Tour Operator pricing to assure a maximum of competitiveness
  - Assure accurate input of data in corresponding systems according to defined quality standards
  - Development and management of agreements with other airlines in regards to revenue proration (Special Prorate Agreement), Interlining and Code-share (booking classes mapping)

**Required skills**

- Be holder of a master degree in economics/finance/statistics/mathematics or have an experience as a Revenue Expert at least for 2-3 years
- Capability to set up persistent Revenue Management strategies taken into account various factors of influence
- Show strong synthesis, analytical thinking and be confident in working with reports and simulations
- Think and act entrepreneurial, be able to take calculated risk
- Self-starting, independent and purposeful kind of working
- Solid understanding of market demand and competition behaviors
- Have an advanced command of standard office applications
- Show excellent communication skills in English as well as skills in French and/or German (spoken and written)
- Be eligible to work in Europe
Desired skills

- Be accurate, detail oriented and reliable
- Be proactive, a creative force and be able to take responsibility
- Be able to work independently as well as in a team

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