



Example of Management Manager Job Description

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Our growing company is looking to fill the role of management manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for management manager

- Supports the design and implementation of enhanced EPM processes
- Leads revenue management projects and process enhancements
- Acts as a champion for Revenue Management and creates a culture of analytics, initiative, and ownership
- Defines and measures KPI metrics, and aligns goals to drive business process and revenue improvements
- Coordinates cross-divisional projects with Revenue Analysis, Marketing, Stations, Pricing, Planning, IT, or other internal or external partners
- Coordinates cross-divisional analysis and research, and provides an analytical approach to problem solving and data-driven decision support
- Utilizes a variety of statistical and analytical databases to help explain business and revenue trends to senior leadership and other stakeholders
- Provides ad-hoc data and analysis for several key stakeholders (e.g., Revenue Management, Executive Leadership, Network Planning, and Sales)
- Efficiently extracts and analyzes large data sets in order to make fact-based decisions
- Guides analysts through the creation, implementation, and assessment of inventory strategies, monitoring and providing feedback at each phase of the Revenue Management workflow

Qualifications for management manager

- Travel required (~50%) generally within assigned territory and strong preference given to candidates in Illinois or Wisconsin
- 8+ years experience in related field, preferred, including 2 years supervisory experience
- MBA in Finance, Strategy, or Marketing would be an asset
- A minimum of 3 years previous experience in a Revenue Management capacity