



Example of Revenue Management Analyst Job Description

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Our company is looking for a revenue management analyst. 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 revenue management analyst

- Helps deploying, understanding and utilising NRM capability platform, tools and systems (incl
- Running commercial and trend analysis, scenario modelling and opportunity assessment leading to a commercial insight and recommendation, by using enterprise class BI tools and processes
- Monitor own strategies and identify overall opportunities to improve given reservation trends and other factors
- Supports preparations of RM seasonal planning activities, including segment goals, market outlook and strategies needed to achieve targets
- Lead the analytical efforts related to measuring the effectiveness of brand and enterprise rate plan and channel selling strategies and performance, including building models to test various revenue impact scenarios of potential changes
- Serves as a liaison with the IT department with external groups and business partners engaging in the identification, development, and testing of new applications and enhancements as they relate to revenue planning systems
- Support the development of key planning tools created by the RMM System and Analytics team
- Resolve and track issues / inquires from Sales Order and OpenAir projects as they arise and address root cause problems
- Support the business in analytics, business and account reviews

Qualifications for revenue management analyst

- Familiar with the Mass market and 310-Business, eChat and Gateways Solutions channels
- University/college commercial or finance degree
- 3-5 years commercial finance/data analysis experience within an FMCG company and ideally some cross-functional and commercial experience
- Curious, willing to dig deeper into data and explore relationship between data and business outcomes, able to draw insights from data
- Ability to share knowledge both internally and remotely
- Knowledge of revenue accounting is preferred