

**SriLankan Airlines, the National Carrier of Sri Lanka operates with a network of destinations throughout Asia, the Middle East, London, and Melbourne. The Airline has a strong presence in the Maldives and Southern India. SriLankan is a member of the 'oneworld' alliance.**

SriLankan team is seeking dynamic individuals to join as:

## **Trainee Revenue Management Analyst**

The post holder will train on-the-job in the Revenue Management division focusing on Pricing and Yield Management. The position will give exposure in maximizing passenger revenue for geographic regions within SriLankan Airlines network by analysing using complex models and tools to monitor passenger demand and changes to the competitive pricing environment.

Trainee Revenue Management Analysts will be expected to understudy Flight and Pricing Analysts as well as develop relationships with other departments to maximize the effectiveness of projects designed to improve revenue performance for SriLankan Airlines.

The post holder is expected to develop in depth understanding of the marketplace and formulate yield and pricing strategies to drive a competitive advantage for SriLankan Airlines.

### **Accountabilities:**

- Gain an understanding on maximization of route revenue by developing and implementing inter-departmental strategies through quantitative analysis of historical passenger demand, competitive environment, and consumer buying behavior.
- Understudy the concept of competitive analysis to determine optimal pricing across the network and create new fare products to capitalize on changes in consumer buying habits and manage each fare product line by considering passenger demand and optimization of inventory for each portion of the network.
- Undergo training on analysis of trends in bookings, revenue, market dynamics, demand patterns and competitive landscape.
- Assist in the identification and segmentation of customers based on market conditions.
- Understand fundamentals on development of fare structure/demand forecast to optimize revenue.
- Be familiar on the interpretation and application of department strategies and working with other stakeholders.

We are looking for team members who can be groomed to drive innovation and evolution within our business as we adapt to a highly competitive environment.

### **The applicant should possess the following minimum requirements for the above position:**

- Bachelors' Degree in Science/ Mathematics/ Commerce or Statistics
- OR
- Full professional qualification equivalent to the relevant degree CIMA/ CIM/ ACCA/ CA

Be a Sri Lankan citizen.

Upper age limit: 30 years as a 26<sup>th</sup> March 2022

Applications (**with copies of educational or professional certificates**) along with your **contact number** and **e-mail address** should be forwarded to the **Manager Resourcing and Industrial Relations, Human Resources Division, SriLankan Airlines Limited, Airline Centre, Bandaranaike International Airport, Katunayake, Sri Lanka**, stating the post applied for on the upper left corner of the envelope, to reach us on or before **26<sup>th</sup> March 2022**.

### **We are an equal opportunity Organization.**

Influencing will be a reflection of unsuitability.

Please note that we will correspond with you within a month of closing the advertisement in the event your application is shortlisted for consideration.