

Job Description

The post holder will undergo on-the-job training within the Revenue Management Division, with a primary focus on developing practical knowledge and skills in revenue management, Network & Alliance functions. The position will give exposure in maximizing passenger revenue for geographic regions within SriLankan Airlines network by analyzing 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 with the interpretation and application of department strategies and working with other stakeholders.

Requirements

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:

Bachelor's 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.

The upper age limit should be 30 years as of 07th September 2026, which is the closing date.

Employment will be offered on fixed term contract.

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.

Job Information

Division Name
Revenue Management & Planning

Date Opened
28/08/2026

Application Closing Date
07/09/2026

Job Type
Full time

Industry
Airline - Aviation

City
Katunayake

Province
Western

Country
Sri Lanka

Postal Code
11450