

# NOW HIRING!



## Revenue Management Analyst, Richmond

Are you looking to work for one of Canada's Best Managed Companies? Do you enjoy working with a close team of supportive professionals? Do you want to commit to an organization with an outstanding record for safety and reliability? Are you searching for an employer who provides amazing perks and works hard to provide a work-life balance for their employees? If so, look no further!

The Revenue Management Analyst is responsible for maximizing revenue by balancing supply & demand, ensuring the most efficient use of aircraft and deployment of available seats. The incumbent liaises closely with Flight Operations and the Reservations team to ensure adequate aircraft are supplied based on projected customer demand.

**WORK HOURS:** Monday to Friday

**LOCATION:** 4680 Cowley Crescent, Richmond BC

**TERM:** Full-Time Permanent

**DEPARTMENT:** Sales and Marketing

**COMPENSATION AND BENEFITS:** Competitive wages, excellent benefit package, flight perks (including buddy passes and global inter-airline partnerships), revenue share, RRSP matching program, discounts at local restaurants and travel partner organizations, and much more!

### Responsibilities and Expectations

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- Monitor schedule flight capacity and pricing on a collection of routes to ensure revenue maximation and optimal scheduled capacity is achieved.
- Assist with monitoring the marketplace and analyze opportunities, providing competitive strategies and tactics.
- Assist with designing and overseeing the implementation of inventory strategies, including identifying opportunities for tactical pricing actions to generate incremental traffic.
- Assist with monitoring revenue performance and ensure the required corrective actions are undertaken by the relevant teams.
- Assist with assimilating information from past and current market price performance to predict future trends to maximize revenue and load-factors on the network.
- Create and distribute revenue management reports monthly to company executive and management.
- Collaborate with sales and marketing department to assist with digital marketing and customer segmentation.
- Create a monthly passenger segmentation report for scheduled routes and tours.
- Maintain API connections between reservation system and 3<sup>rd</sup> party distributors.
- Liaise with finance department to report on revenue from 3<sup>rd</sup> party distributors.
- Provide monthly and quarterly reports to Transport Canada and the US Department of Transportation.
- Ability to work under own initiative and anticipate business needs.
- Well-developed interpersonal and communication skills.

### Qualifications/Assets

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- Post-secondary education in business, economics, finance, or related field, or equivalent combination of education and experience.
- Minimum two years in an analysis or revenue management role, or equivalent combination of education and experience.
- High level of proficiency with Excel and other MS Office applications.
- Experience with MS SQL or working with databases.
- Experience with programming languages such as HTML.
- Demonstrated ability to work with large datasets and derive insights from data.
- Familiarity with data visualization and software such as Looker, Power BI, or Tableau is an asset.

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- Experience applying analytical methods (forecasting, regression, association analysis etc.) to real-world data is an asset.
- Experience working with Salesforce is an asset.

### ABOUT HARBOUT AIR GROUP

- Launched in 1982, Harbour Air is North America's largest seaplane airline. With around 500 employees, it flies more than half a million passengers annually both within BC and to/from Seattle, USA.
- Our people are the backbone of our organization, and we are committed to creating a culture that inspires one another to achieve extraordinary success. We have regularly been honored as the recipient of numerous awards including Canada's Best Managed Companies, BC's Top 55 Employers, and Canada's Most Admired Corporate Cultures.

**APPLY NOW:** Email your resume and cover letter to [jobs@harbourair.com](mailto:jobs@harbourair.com) quoting 23-08 Revenue Management Analyst, Richmond

**Please note: Assessment tests will take place for this position.**

**DEADLINE:** Open until filled

*We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.*

*Harbour Air is an equal opportunity employer, we are committed to Diversity and Inclusion and value a diverse workforce. Together, we continue to build an inclusive culture that encourages, supports, and celebrates the diverse voices of our employees. It fuels our innovation and connects us closer to our customers and communities we serve.*

*Harbour Air is committed to developing a barrier-free recruitment process and work environment. Accommodations in relation to the job selection process are available upon request. If you require any accommodation, please email [jobs@harbourair.com](mailto:jobs@harbourair.com) and we'll work with you to meet your accessibility needs.*