I am currently in the middle of a recruitment process at Virgin Atlantic for the position of Alliances and Partnerships Development Analyst. I was sent an analysis assessment which I have completed and return to the hiring manager. They were impressed with my assessment work and have invited me for the final stage of the recruitment process which is the interview. So I want you to help me prepare for the interview. First, I will provide you with Kate Leigh’s (Hiring Manager) recent LinkedIn post. Secondly, I will provide the job description. Third, I will provide you the report of the assessment I have completed. Fourth, I will also provide you with the recommendation I provided based on the findings I discovered whilst I was completing the task. Finally, I will provide you with an email I received. The email would give you an idea of Virgin Atlantic.

From the information given, and your knowledge. What are the top 10 question I can expect from this interview? Provide suitable answers to the questions.

Walk us through your dashboard?

p

Step 1:

Go to Kate’s LinkedIn and get all the information about Virgin Atlantic recent work.

Step 2:

Get access to the job description

Step 3:

Get hold of the report you created

Step 4:

Get hold of the strategic recommendation you have written.

Step 5:

Consider the below email from Patrick Dunning;

First things first, congratulations!  Following your task for the Network and Alliances Development Analyst role, we’re thrilled to invite you to meet us at Virgin Atlantic. We want to thank you for the time and effort you’ve put into this process – it really shows.

Let’s talk a bit about us. Virgin Atlantic isn’t just an airline; we’re a family of dreamers and doers who believe in creating thoughtful experiences that feel brilliantly different.

Your upcoming interview is your chance to join this exciting journey. We’ll ask questions designed to see how you align with our company values and highlight how your skills and experience match the role you’ve applied for.

Please note that since you applied for the Network and Alliances and the Alliances Dev roles, we'll interview you for both rather than making you attend twice. In this interview, you'll meet Stephen Dorrian and Kate Leigh, the hiring managers for each role.

Please note you ahve the option for either face to face or teams. Please email Stephen once you've confirmed your slot with your preference. [stephen.dorrian@fly.virgin.com](mailto:stephen.dorrian@fly.virgin.com)

But it's not all about us getting to know you, we also want you to get to know us. Feel free to ask any questions you have – about our work, our team, or even our favourite plane snacks! This is as much about you seeing if we’re the right fit for you as it is the other way around.

Now we’ve let you know what you can expect. You may be thinking, “But what shall I wear?”. We want you to come as you are and bring the best version of yourself. So, pick something you feel comfortable in, whether it’s a power suit, something a little more casual, or the lucky outfit you only bring out for interviews.

We’re genuinely excited about the possibility of you joining Kate or Steves team. We’ve seen a spark in your application that tells us you’ve got something special, and we can’t wait to find out more.

Soon, you’ll receive another email from us with a link to our timeslot portal. This nifty tool will let you pick a time for your interview that suits you best.

So, strap in and get ready for an exciting journey with Virgin Atlantic. We can’t wait to meet you and see where this journey takes us.

Using all these points, ask ChatGPT what are the likeliest interview question for the Network & Alliance Development Analyst role at Virgin Atlantic.

Ask ChatGPT to suggest some of the best questions to ask at the end of the interview for this role.

Step 1: Prepare a dashboard summarizing the performance of SkyTeam PER across the Virgin Atlantic network. Highlight the performance of individual SkyTeam carriers and key ODs. Also, include KPIs such as the total revenue, total seats sold, and any other KPIs you deem necessary for this analysis. Use the card visual in Power BI to represent the KPIs. Ideally, the dashboard must not be more than 3 sheets/pages. The first sheet would ideally have KPIs, filters, high-level overview of the data. Stuff that the C-suite people will see and be able to draw conclusions. The second sheet would contain filters and a further drill down of the data. The filters could be date or whatever field you deem appropriate. It can include stuff like; total revenue by carrier, total seats sold by carrier, average revenue per seat per carrier, revenue share by carrier, total revenue by OD, seats sold by OD, top 5 performing ODs by revenue, bottom 5 performing ODs by revenue, top 5 performing ODs by seats sold, bottom 5 performing ODs by seats sold, top 5 performing carriers by revenue, bottom 5 performing carriers by revenue, top 5 performing carriers by seats sold, bottom 5 performing carriers by seats sold. Maybe a table or pivot table in one of the sheets to give a summary. I am NOT saying you should include all of the above nor am I saying you should follow it exactly. Use it as a guide and follow your skills in analysis to come up with an awesome dashboard Do not be strict with the instructions I gave you. Feel free to use your advance level data analysis to come up with an insightful, and concise dashboard that answers all the business questions in step 1. Again, I don't have a specific requirement for the number of sheets in the dashboard. Just go ahead and do whatever is appropriate. The dashboard must be developed in Power BI and be downloadable. I will load the file in Power BI to see what you have done so far.

Job Title: Alliances and Partnerships Development Analyst job with Virgin Atlantic

……………………………………………………………………………..

To create an insightful and concise dashboard in Power BI, I'll follow these steps:

### Step 1: Data Preparation

I will prepare the data to be imported into Power BI, ensuring all relevant KPIs are calculated and the data is structured for easy visualization. The key KPIs to be calculated will include:

- \*\*Total Revenue\*\*: Sum of the `RevenueGBP` across all carriers and ODs.

- \*\*Total Seats Sold\*\*: Sum of the `SeatsSoldTicketed` across all carriers and ODs.

- \*\*Average Revenue per Seat\*\*: Calculated as `RevenueGBP` divided by `SeatsSoldTicketed`.

- \*\*Revenue Share by Carrier\*\*: The percentage contribution of each carrier to the total revenue.

- \*\*Top/Bottom 5 Carriers by Revenue\*\*: Ranking of carriers based on total revenue.

- \*\*Top/Bottom 5 ODs by Revenue\*\*: Ranking of Origin-Destination pairs based on total revenue.

- \*\*Top/Bottom 5 Carriers by Seats Sold\*\*: Ranking of carriers based on total seats sold.

- \*\*Top/Bottom 5 ODs by Seats Sold\*\*: Ranking of Origin-Destination pairs based on total seats sold.

### Step 2: Dashboard Design in Power BI

The dashboard will be designed with the following structure:

1. \*\*Sheet 1: Executive Summary\*\*

- \*\*KPIs in Card Visuals\*\*:

- Total Revenue

- Total Seats Sold

- Average Revenue per Seat

- \*\*High-Level Overview\*\*:

- Bar chart or pie chart showing Revenue Share by Carrier

- Bar chart showing Total Revenue by Carrier

- Bar chart showing Total Seats Sold by Carrier

- \*\*Filters\*\*:

- Date filter (Month-Year)

- Carrier filter

2. \*\*Sheet 2: Detailed Analysis\*\*

- \*\*Top 5 / Bottom 5 Performance\*\*:

- Tables or bar charts showing top/bottom 5 ODs by revenue and seats sold

- Tables or bar charts showing top/bottom 5 carriers by revenue and seats sold

- \*\*Revenue and Seats Sold by OD\*\*:

- Pivot table showing revenue and seats sold by OD

- \*\*Filters\*\*:

- Date filter (Month-Year)

- Carrier filter

- OD filter

### Step 3: Export to Power BI

I'll create the Power BI dashboard with these visualizations and KPIs, ensuring it's clear and insightful for decision-making.

### Step 4: Provide the Power BI File

Once the dashboard is created, I'll export it to a Power BI file that you can download and review.

I'll proceed to set this up. I’ll start by preparing the data and then move to Power BI to create the dashboard. This will take some time, and I will notify you when the Power BI file is ready for download.

Format Visual – second thing – visual – bars – colors and spacing. In spacing, the minimal was 20px.

#8D0913 bar colors.