



MSC Cruises · Fort Lauderdale, FL

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Revenue Management Analyst

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JOB PURPOSE

MSC Cruises is expanding its Revenue Management team in the USA. The Revenue Management Analyst is responsible for monitoring the booking performance of the USA and Canadian markets, managing pricing and promotions, and making recommendations to maximize occupancy and revenue.

This role will be based in our new office in Miami and require 2-3 days in office / week.

KEY ACCOUNTABILITIES

Report on sales trends by channel, season, region, and category, monitor ship inventory, and make strategic pricing and promotions recommendations to maximize occupancy and revenue.

Assist with budgeting/forecasting by pulling historical and recent data and creating models for passenger volume and revenue targets, with logical and defensible assumptions.

Perform weekly competitive benchmarking to monitor major cruise lines' pricing compared to that of MSC's and flag where highly overpriced or underpriced.

Make price change recommendations based on trends and using business judgement.

Create pricing forms for price changes and new promotion builds and work with Corporate Revenue Management team in Geneva to apply their feedback to submit final builds.

Test prices and promotions in various booking tools and check new pricing for accuracy and consistency across channels.

Assist with creating Powerpoint presentations, including, but not limited, to weekly US Business Review Meetings.



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QUALIFICATIONS

Bachelor's Degree required; major in Business, Economics, Finance, or other analytics-intensive fields a plus

Strong analytical and problem-solving skills; analyst background in Revenue Management, Finance, or Marketing a plus

Previous experience in travel or hospitality, particularly in cruise, airline, or hotel, a plus

Proficient in Microsoft Office Suite, particularly Excel – comfortable manipulating data and maintaining large spreadsheets with high level of accuracy. Proficient with pivot tables and macros

Experience with SAP Business Objects a plus

Experience with writing queries a plus

Ability to multi-task, prioritize, work independently and/or within a team

Excellent verbal and written communication skills and interpersonal skills a must

Strong organizational skills, time management, and attention to details

VISA REQUIREMENTS

US passport or green card holder

MSC is an everify employer

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Seniority level

Associate

Employment type

Full-time

Job function

Management and Manufacturing

Industries

Travel Arrangements



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