



Revenue Management Analyst II

OTHER

📍 Denver

📅 Posted 5 years ago

🏠 Frontier Airlines

Overview

Requisition Number 18-0104

Post Date 6/20/2018

Title Revenue Management Analyst II

City Denver

State CO

Description

Frontier Airlines is committed to offering ‘Low Fares Done Right’ to more than 80 destinations in the United States, Canada, Dominican Republic and Mexico on more than 300 daily flights. Headquartered in Denver, Frontier’s hard-working aviation professionals pride themselves in delivering the company’s signature Rocky Mountain hospitality to customers. Frontier Airlines is the proud recipient of the Federal Aviation Administration’s 2016 Diamond Award for maintenance excellence and was recently named the industry’s most fuel-efficient airline by The International Council on Clean Transportation (ICCT) as a result of superior technology and operational efficiencies.

Monitors and establishes inventory levels based on revenue data of passenger loads, capacity, group bookings, and demand in order to maximize revenues through the use of forecasting tools. Is expected to perform at a higher level than the Analyst I, especially in regards to measurable results in RASM, Load Factor, Average Fare, Posted Leg L/F and Managed Leg L/F to improve profitability. This position is also responsible for maintaining awareness of competitive issues within assigned markets, and making recommendations for necessary adjustments.

Essential Functions:

- Maximizes revenues through seat allocation
- Optimizes and validates forecasted demand of select markets
- Analyzes market influences, evaluates market historical performance and identifies market demand patterns
- Summarizes data and analysis results, formulates and reviews conclusions
- Recommend market/flight-level forecast strategies
- Audits, monitors and refines individual progress towards market goals and strategies
- Monitors PROS/DAXPY systems to make sure they are current with upgrades/technical issues
- Audits effective usage in PROS of all influences, forecast accuracy and demand shifts

Other Functions:

- Interacts with group desk, pricing, and other departments in order to maximize revenues.
- Participate in the creation of regular reports for Senior management
- Analyzes the potential of and recommends, if appropriate, extra lift/scheduling changes/ market connections
- Efficient prioritizing of daily responsibilities

Requirements

- Bachelor's degree in Economics, Statistics, Mathematics, Finance, Aviation Management or related field or equivalent work experience. Advanced degree in business, economics, statistics, mathematics, or operations research preferred.
- 2+ years experience in revenue management
- Previous knowledge and experience with a revenue management system
- Demonstrates significant analytical ability
- Must be able to independently identify a problem area and sift through multiple data sources
- Ability to produce high quality quantitative methods
- Shares knowledge and expertise with Analyst I level
- Able to efficiently summarize variances and presents recommendation to upper management

Knowledge, Skills and Abilities:

- Complete understanding and application of principles, concepts, practices of RM theory
- Strong analytical and interpersonal skills
- Experience with CRS and RM systems
- Ability to handle confidential material
- High degree of PC skills (MS Office applications, database tools, etc)
- Ability to work under general direction with latitude in planning workload to accomplish objectives
- Ability to handle confidential material
- Excellent written and verbal communications skills
- Entrepreneurial attitude, able to take ownership and deliver results

Disclaimer: The above statements are intended only to describe the general nature and level of work required of the referenced position; they are not intended to be an exhaustive list of all responsibilities, duties, and skills required of individuals

in this position. Please be advised that duties and expectations of this position may be subject to change.

Frontier Airlines, Inc. is an equal opportunity employer and, as such, is committed to providing equal employment opportunities to all qualified applicants without regard to race, color, religion, sex, national origin, age, marital status, veteran status, sexual orientation, gender identity or expression, disability status, pregnancy, genetic information, citizenship status or any other basis protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including: recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Frontier Airlines is a Zero Tolerance Drug-Free Workplace. All prospective employees are subject to pre-employment testing for the following drugs and their metabolites: Marijuana, Cocaine, Amphetamines, Opioids and Phencyclidine (PCP). Further, any applicant who is found to have tested positive on any required drug or alcohol test at a former employer will be considered ineligible for employment with Frontier.

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