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Revenue Management Analyst - Remote US

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Job ID: 5326

Date posted: 12/06/2022

City: Seattle

State: WA

Country: United States

Job Type: Full Time

Job Description

Welcome to Holland America Line, a premium cruise line dedicated to explorers, foodies and music lovers who want to explore the world on perfectly sized, refreshingly spacious ships filled with one-of-a-kind experiences.

We're looking for an amazing Revenue Management Analyst to fill this role. The Revenue Management Analyst will manage cruise demand by recommending and applying pricing and inventory controls to achieve the highest possible net revenue results. Works with key tracking mechanisms over multiple business sources to allow for yield maximization. Evaluates and approves pricing and inventory management as necessary to achieve objectives. The Revenue Management Analyst will work with teams across Holland America Line, with our office Seattle, WA, we're looking for amazing humans across the country for this role.



Responsibilities

- For assigned cruise programs and sailings, lead pricing meetings providing pricing and inventory recommendations with supporting analytics and documentation that helps achieve the highest possible net revenue and occupancy levels.
- Report on current inventory trends and establishes booking curves ("paces") for each new program and sailing to measure future progress against.
- Facilitate and audit pricing actions in reservation and internal YODA (Yield Optimization Demand Analytics) systems to ensure support of promotional pieces and deadlines.
- Facilitate and audit pricing actions in reservation system to ensure support of promotional pieces and deadlines
- Monitor competitive products, pricing, and promotional activity, as well as the overall cruise and vacation industries to provide perspective and specific information for decision making.
- Produce status reports summarizing bookings, revenue, pace, expected and required future progress, current actions, proposed actions, and contingent actions for review at weekly inventory meetings.
- Use available data to analyze past performance for the same or similar products - booking curves, source of business, achieved yields, and total revenues, etc.
- Monitor oversells and capacity goals to alleviate buyoffs, buy-downs

Please note that this position can be 100% remote, US only

Requirements

- 2 years related revenue management experience preferred.
- Familiarity with cruise revenue management concepts and/or prior revenue management experience, especially in the travel industry.
- Knowledge of the cruise industry business environment including marketing, sales and operations.
- Strong analytical, communication & organizational skills essential
- Ability to analyze data, make decisions and be accountable for bottom-line performance
- Advanced knowledge of Microsoft Excel and working knowledge of database and report writing tools.
- Must be legally authorized to work in the United States. Holland America is unable to sponsor or take over sponsorship of employment visas at this time (e.g., H-1B status).

Benefits

- *Cruise and Travel Privileges for You and Your family*
- *Health Benefits*
- *Flex Friday*



- VACATION & PROFESSIONAL DEVELOPMENT REIMBURSEMENT

- Rewards & Incentives

Our Culture...Stronger Together

Our highest responsibility and top priority is compliance, environmental protection and the health, safety and well-being of our guests, the people in the communities we touch and serve, and our shipboard and shoreside employees. Please visit our site to learn more about our Culture Essentials, Corporate Vision Statement and our Core Values

at:https://www.hollandamerica.com/en_US/our-company/mission-values.html

Holland America is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances.

Americans with Disabilities Act (ADA)

Holland America will provide reasonable accommodations with the application process, upon your request, as required to comply with applicable laws. If you have a disability and require assistance in this application process, please contact recruiting@hollandamericagroup.com

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