

CAREER OPPORTUNITY

Chief Revenue Management and Pricing Officer

(Ref: CRMP/25/005)

Air Mauritius Ltd, the national carrier of Mauritius, is seeking to recruit a dynamic and highly motivated candidate to fill in the position of Chief Revenue Management and Pricing Officer. If you feel you have the right profile, it is an opportunity now to start a challenging career and become part of a dedicated and professional team.

JOB PROFILE:

Reporting to the Chief Executive Officer, the job incumbent will be responsible for overseeing the strategic direction, development and implementation of revenue management and pricing strategies to maximise the airline's revenue and profitability. This role involves collaboration with various teams, including sales, finance and network to optimise pricing structures and revenue-generating opportunities.

The duties and responsibilities will include the following inter-alia:

- Develop and execute revenue management strategies to maximise the airline's overall revenue and profitability;
- Lead and manage the pricing function, ensuring competitive and market-appropriate pricing for all products and services;
- Analyse market trends, competitor pricing, and customer behaviour to adjust pricing and revenue strategies dynamically;
- Implement advanced pricing models, forecasting, and inventory control techniques to optimise sales across all revenue streams;
- Collaborate with Sales, Marketing, and Network Planning teams to ensure pricing strategies align with business goals and market demands;
- Oversee the development of pricing structures for different fare classes, ancillary products, and promotions;
- Monitor and evaluate the performance of revenue management systems and make necessary improvements for efficiency and accuracy;
- Lead a team of revenue management analysts and pricing specialists, providing mentorship and guidance for professional development;
- Manage and refine fare structures, ensuring the effective segmentation of customers by willingness to pay and travel preferences;
- Develop and present revenue management and pricing reports to senior leadership, providing insights and strategic recommendations;
- Conduct financial analysis to evaluate the impact of pricing changes on revenue and profitability;
- Establish and maintain relationships with key stakeholders across the organisation, aligning strategies with corporate objectives;
- Monitor and manage the impact of external factors (e.g., fuel prices, economic conditions) on pricing and revenue strategies;
- Ensure compliance with regulatory pricing policies and industry standards;
- Foster a data-driven culture by leveraging analytics and performance metrics in decision-making processes;
- Drive the implementation of a 'Branded Fares' strategy with the objective to maximise revenue.

PREREQUISITES:

- Degree in Business Management, Economics or Finance from a recognised university/institution or an equivalent relevant qualification acceptable by Air Mauritius.
- Minimum of 10 years experience, in a senior level revenue management or pricing position with at least 5 years spent with a legacy airline.

OTHER REQUIREMENTS:

- Have strong knowledge of revenue management systems, pricing strategies, and inventory control techniques
- Have proven leadership skills with experience in managing teams and driving cross-functional collaboration
- Have excellent analytical, quantitative and problem-solving skills
- Have strong communication and presentation skills to effectively interact with senior leadership
- Able to think strategically while maintaining a hands-on, results-oriented approach
- Have in-depth understanding of the airline industry, market dynamics and customer behaviour
- Be proficient in revenue management software, advanced Excel and data analytics tools.

APPLICATION PROCEDURE

Interested candidates meeting the requirements are invited to send their application by registered post together with the following documents:-

1. Motivation letter
2. Resume/ CV
3. A photocopy of National Identity Card
4. Copy of educational certificates
5. Documentary evidence relating to work experience

Deadline for submission: Friday 25 April 2025 at 16h00 local Mauritius time (equivalent to 12h00 UTC)

Applications should be addressed to:

Head of Human Resources
Talent Acquisition Section
Air Mauritius Ltd
16th Floor, Air Mauritius Centre
President John Kennedy Street, Port-Louis
Mauritius

Note:

- Job Reference "Ref: CRMP/25/005" should be specified on the envelope.
- Eligible Candidates will be required to submit a certificate of character as per the Company Policy.
- Applications received incomplete or after the closing date will not be considered.
- Canvassing in any form will entail disqualification from the selection process.
- Applicants should be able to live and work in Mauritius.

The Company reserves the right:

- to call only the best qualified candidates for the selection exercise/s which may involve aptitude/situational test, presentations/ interviews or any other assessment tools.
- not to make any appointment following this advertisement.

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