

JOB DESCRIPTION

Job Title	Business Analyst
Division / Department / Function	Airline Marketing & Aviation Contracts
Approved By (Immediate Supervisor)	Assistant Vice President- Airline Marketing & Aviation Contracts.

The role: To analyze global aviation industry and to assist the Head – Airline Marketing with strong analysis of airline wise city pair movement and air traffic growth in the process of route development. Also to support finance team and top management in the areas of business plan and traffic forecast studies.

The responsibilities:

- 1) To support Airline Marketing and Aviation Contracts team by providing relevant data tools for business development and also assist to design the route development strategy.
- 2) To support the team in making business cases for various airlines which fits into the overall Airline Marketing strategy?
- 3) To identify and analyze key drivers of airline route profitability
- 4) Forecasting and identifying potential routes / city pairs using MIDT / IATA tools
- 5) Thorough analysis of bilateral and understand requirements to support airlines with new city pairs and route development for the airport
- 6) Data mining and capturing aviation trends using MIDT and other scheduling tools like OAG
- 7) To work closely with finance team and top management on the business plan and other documents relevant to regulatory papers etc
- 8) To work with the team on arriving at traffic forecast for both Passengers and Cargo business
- 9) To analyze and study various global economic trends and their correlation with aviation industry
- 10) Effective monitoring of global aircraft purchase orders – Released by Aircraft manufacturers
- 11) Coordination with external agencies for gaining knowledge on various parameters relevant to business:
 - a. State Govt – Department of Infrastructure development, Finance, Industry and Commerce
 - b. Tourism Department for analysis of inbound and outbound tourists and yoy growth
 - c. CII / FICCI / Chamber of Commerce / SIATI and other relevant bodies
 - d. Aircraft Manufacturers
 - e. CAPA / ACI / IATA
 - f. APAO
 - g. Ministry of Civil Aviation – Department handling Bilateral and route development
- 12) To manage database of worldwide city pairs and O&D information – Airline /Airport.

13) Regular updating of the databases with traffic & schedule information. To spot trends and support team with customized business cases and presentation for airlines.

Candidate Profile:

- 1) Previous experience in Airline / Airport / Banking / Finance sectorial experiences will be given additional weightage (5-10 years relevant experience).
- 2) Post Graduates with a management degree in Marketing or Finance / CA will be preferred**
- 3) Good analytical skills and should be extremely fluent with the knowledge of high end spread sheet applications like excel is a must, managing pivots, programming knowledge especially in macros will be additional advantage
- 4) Multi-tasking, Process orientation and good (English -written / verbal) communication skills
- 5) Self-Motivated and passion to learn and grow

Any reports / white papers or projects developed by the candidate can be used to demonstrate skills during the process of selection.