



## American Airlines, Inc.

American Airlines, Inc., a global airline with service to over 330 cities in 54 countries worldwide and more than 6,700 daily flights, offers daily nonstop services between Hong Kong and US effective June 2014. American is also a founding member of the **oneworld®** Alliance.

We are seeking a very capable team member.

**RECRUITE CODE:** RMPRICESA4  
**JOB TITLE:** Revenue Management Pricing Strategy Analyst - Pacific  
**Location :** Tokyo - Japan

Please send your resume in English to Pacific HR Dep. American Airlines by e-mail to [Pacific.HR@aa.com](mailto:Pacific.HR@aa.com) please indicate the **Recruit Code** in the SUBJ box.

Only applicants selected for an interview will be contacted. No telephone inquiries, please.

### MAIN OBJECTIVES:

- Within Revenue Management, each Pricing and Yield Management team seeks to maximize passenger revenue for a geographic region within American's network.
- Analysts use complex models and tools to monitor passenger demand and changes to the competitive pricing environment.
- Analysts are expected to develop in depth understanding of the marketplace and develop pricing strategies to drive a competitive advantage for American.
- We are looking for team members who will drive innovation and evolution within our business as we adapt to a highly competitive environment.

### Key Responsibilities:

- Analysts are charged with managing and maximizing revenue by developing and implementing inter-departmental strategies through quantitative analysis of historical passenger demand, the competitive environment, and consumer buying behavior.
- Analysts will be expected to develop relationships with other departments to maximize the effectiveness of projects designed to improve revenue performance for American Airlines.
- Working together, the Pricing Analysts focus on competitive analysis to determine optimal pricing across the network and create new fare products to capitalize on changes in consumer buying habits, while the Yield Management Analysts manage each fare product line by considering passenger demand and optimize inventory for each portion of the network.
- Analysts are also expected to present original analysis and strategies to senior management, design departmental business processes, analyze the effects of fare and inventory changes

on market performance, and work on ad hoc projects related to the airline's strategic goals. Mastering this job will lead to a thorough understanding of the core economics that drive the airline industry and position the analyst for future opportunities both within Revenue Management and other areas within the airline.

**Core Competencies & Skills Required:**

- BS/BA or advanced degree with significant coursework or experience in a quantitative discipline (economics, mathematics, engineering, finance, etc.)
- Demonstrated analytical skills, including the ability to assemble information, extract pertinent facts, draw logical conclusions, and present recommendations
- Airline pricing experience including familiarity with ATPCO pricing tools such as FareManager and AirPrice™ or equivalent required
- Interest in optimization problem-solving, economic game theory, and consumer buying behavior
- Ability to make independent judgments and decisions while taking ownership of job responsibilities
- Willingness to take calculated risks
- Ability to work well within a multi-cultural team environment
- Refined skills with MS Office; familiarity with software programs used in conducting quantitative analysis (Oracle, SAS, etc.)
- Fluency in English including strong oral and written communications skills required. Japanese language skills a plus.
- Ability to travel internationally intra-Asia and between Asia and US

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