

## Position Description. **Senior Analyst**

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<b>Job Title:</b>	Senior Analyst, Europe
<b>Reporting to:</b>	Revenue Manager, Europe
<b>Department:</b>	Pricing & Product, Europe
<b>Location (primary):</b>	Palma de Mallorca

## Job Purpose.

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Supporting the Commercial Strategy Team ensuring that business needs are covered with the appropriate portfolio.

The objective of the Senior Analyst is to support the Manager in maximizing revenue, sales, gross profit, and market share, by distributing the correct product to the right customer, identify business needs, new opportunities and ensure availability and competitiveness of current portfolio.

## Key Responsibilities.

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Supporting the Revenue Manager with:

- Product optimization via distribution channel.
- Make pricing decisions based on season, sales history, trends, override agreement, competitors' pricing.
- Analyse data to define pricing recommendations and liaise with Sales Department.
- Monitor strategies applied and report results to Sales Directors and line managers.
- Identify trends in your respective clients.
- Make suggestions on overall policies and recognize areas of improvement.
- Find technical anomalies related with pricing.
- Report building and data analysis for price strategies.
- Implement internal processes already defined by the department.

### Additional responsibilities as a Senior:

- Build and maintain close relation and strong communication between product, sales, and Optimization departments.
- Provide the Revenue Manager expertise to advise on business and departmental decisions.

## Required Experience and Knowledge.

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Essential	
Qualifications & Knowledge	<ul style="list-style-type: none"><li>• Fluent in English (Any other European Language is an advantage)</li><li>• Knowledge and experience of wholesale/online travel/ecommerce</li><li>• High level of Microsoft Excel and office package.</li></ul>
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"><li>• Analytical skills to track metrics and ensure delivering success and targets compliance.</li><li>• Strong communication skills.</li><li>• Availability and flexibility to travel.</li><li>• Professional, credible, confident, and enthusiastic.</li><li>• Proactive and results driven, delivering on commitments.</li><li>• Organized and able to balance the demands of several activities.</li><li>• Ability to produce and analyse accurate reporting.</li></ul>

## About WebBeds.

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Launched in 2013, WebBeds is the world's fastest growing B2B travel intermediary, or 'bedbank', providing accommodation and ground product distribution services to the travel industry. We source content from travel suppliers, aggregate and merchandise that content in the WebBeds platform, then distribute it to our global network of travel trade clients, who sell to the travelling public.

**Our clients** – online travel agencies, retail travel agents, corporate travel managers, tour operators, wholesalers, tourism boards, super apps, DMC's, group providers, airlines and more – access the company's huge global inventory of more than 368,000 hotels (comprising 30,000+ direct contracts, 70+ integrated third-party providers and 60+ major hotel chains) through market-leading, trade-only booking websites or via simple and seamless API connectivity. In addition to hotel product, clients can also book over 5,500 transfer services in 1,200 destinations along with thousands of guided excursions and tickets for attractions.

**Our supplier partners** – global hotel chains, independent hotels, apartments, resorts, attractions, transfer and sightseeing companies and more – benefit from our global distribution network of over 44,000 travel companies in more than 145 source markets and are supported by a local dedicated point of contact focused on ensuring we deliver value, choice, expertise and an unrivalled level of service.

WebBeds operates global coverage through four geographic regions – Europe, Asia Pacific, MEA (Middle East and Africa) and Americas - with over 1,400 travel professionals working in 50 offices worldwide. WebBeds also operates specialist brands JacTravel DMC and Umrah Holidays International. JacTravel DMC provides tailor-made travel arrangements for offline FIT and groups traveling to the UK, Ireland and key mainland European destinations to the international travel trade. Umrah Holidays International is a genuine pioneer, providing online pilgrimage travel services to travel agencies worldwide.

Find out more about the WebBeds business at [www.webbeds.com](http://www.webbeds.com)

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