

## **JOB ADVERTISEMENT – DISTRIBUTION ANALYST**

**JOB TITLE:** Distribution Analyst  
**DEPARTMENT:** Commercial  
**SECTION:** Distribution & Automation  
**LOCATION:** Kigali International Airport

### **1. Job Purpose**

The Distribution Analyst will play a pivotal role in optimising our distribution channels, maximising revenue opportunities, and ensuring efficient inventory flow across our network. You will analyse distribution data, identify trends and opportunities, and implement strategies to improve inventory management, pricing, and distribution efficiency.

### **2. Key Duties & Responsibilities;**

- Liaise with various GDSs to provide the best possible options for inventory distribution.
- Analyze all GDS costs to identify areas of wastage
- Participate in the implementation of Projects impacting the reservation and inventory system
- Budgeting, Monitoring and evaluating the expenditure to ensure it is within Budget.
- Monthly analysis of GDS/ARC invoices to ensure accurate billing to the airline by the GDS
- Highly quality and availability of airline inventory in all target markets
- Achieving the lowest possible cost of distribution with a budget and planning timely and accurate decision-making reports
- Develop and maintain reports and dashboards to track key performance indicators (KPIs) related to distribution.
- Collaborate with cross-functional teams, including revenue management, sales, marketing, and IT, to align distribution strategies with business objectives.
- Monitor and evaluate the performance of distribution channels, including GDS (Global Distribution Systems), direct channels, and online travel agencies (OTAs).

### **3. Desired Profile: Required education, Experience, and Abilities;**

- Bachelor's degree in Business Administration, Economics, Finance, or a related field.
- At least 4 years of experience, 2 of which must be in airline sales, finance or revenue management
- Proficiency in data analysis tools and software like Microsoft Excel, SQL, or Tableau.
- Excellent skills in analysis for high-quality commercial solutions
- Proficiency in Data and Systems analysis and Data presentation skills
- IATA certification in fares and ticketing
- Certification in Reservation Systems is an asset
- Certification in Database Structure query language(SQL)
- Proven experience in distribution analysis or revenue management roles within the airline industry.



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- Strong analytical skills, with the ability to interpret complex data sets and draw actionable insights.
- Knowledge of airline distribution channels, including GDS, direct channels, and OTA partnerships.
- Familiarity with revenue management concepts, pricing strategies, and inventory controls.
- Excellent communication and collaboration skills, with the ability to effectively engage with stakeholders at all levels.
- Detail-oriented with a focus on accuracy and precision in data analysis and reporting.
- Ability to thrive in a fast-paced, dynamic environment, balancing multiple priorities and meeting deadlines.

#### **4. How to Apply:**

- An application letter addressed to the Chief HR & Administration Officer;
- Recent Curriculum Vitae.
- A photocopy of the Passport/National ID.
- Copies of Degree/Diploma certificates
- Copies of relevant certificates.
- Three referees

The deadline for submitting application documents (**Only PDF Format**) is **July 12, 2024**. Please apply via the link: <https://erecruitment.rwandair.com/>

**NB: Only shortlisted candidates will be contacted.**