

## **JOB ADVERTISEMENT – CORPORATE DESK ANALYST**

**JOB TITLE:** Corporate Desk Analyst  
**DEPARTMENT:** Commercial  
**SECTION:** Global Sales  
**LOCATION:** Kigali International Airport

### **1. Job Purpose**

The Corporate Desk Analyst will be responsible for providing analytical support and strategic insights to optimise corporate client relationships and drive business growth. You will work closely with various departments within the organisation to gather and analyse data, assess market trends, and develop actionable recommendations to enhance the company's corporate client portfolio.

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

- **Analyze Corporate Client Data:** Collect and analyse data related to corporate client transactions, performance, and preferences to identify patterns, trends, and opportunities for optimisation.
- **Client Relationship Management:** Develop a deep understanding of corporate client needs, preferences, and objectives. Collaborate with the sales and account management teams to tailor solutions and services to meet client requirements.
- **Market Research and Analysis:** Conduct Market research and competitor analysis to identify industry trends, competitive threats, and market opportunities. Provide insights and recommendations to support the development of corporate client acquisition and retention strategies.
- **Financial Analysis:** Analyse financial data, including revenue, costs, and profitability metrics, to assess the financial performance of corporate client relationships. Identify areas for cost optimisation and revenue enhancement.
- **Reporting and Presentation:** Prepare and present regular reports and presentations summarising key findings, insights, and recommendations to senior management and relevant stakeholders.
- **Cross-functional Collaboration:** Collaborate with cross-functional teams, including sales, marketing, finance, and operations, to align corporate client strategies with overall objectives and initiatives.
- **Risk Management:** Assess and mitigate risks associated with corporate client relationships, including credit risk, operational risk, and regulatory compliance.
- **Continuous Improvement:** Stay abreast of industry best practices, emerging trends, and technological advancements in corporate client management. Identify opportunities for process improvement and innovation to enhance efficiency and effectiveness.

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

- Bachelor's degree in business, Finance, economics or a related field
- 4 years of experience in a related field.
- Proven experience in financial analysis, market research, or corporate client management.



**RwandAir**

*Fly the dream of Africa*

- Strong analytical skills with the ability to interpret complex data sets and draw actionable insights.
- Excellent communication and presentation skills, with the ability to effectively convey complex concepts to diverse audiences.
- Proficiency in Microsoft Excel, PowerPoint, and other relevant analytical tools.
- Ability to work independently and collaboratively in a fast-paced, dynamic environment.
- Strong Attention to detail and a commitment to accuracy and quality.
- Knowledge of financial markets, banking products, and regulatory requirements preferred.

#### **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.**