

**RwandAir Ltd** is the flag carrier airline of Rwanda. It operates domestic and international services to East Africa, Central Africa, West Africa, Southern Africa, Europe and the Middle East from its main base at Kigali International Airport. Our mission is to provide unsurpassed, safe, and reliable services in air transportation, including strategically linking Rwanda with the outside world while ensuring a fair return on investment. As part of the expansion strategy, we are looking for interested, qualified, and competent candidates to fill the following position:

**Job Title:** Cargo Pricing Analyst  
**Reports to:** Cargo RM & Pricing Specialist  
**Department:** Cargo  
**Location:** Kigali International Office

### **Job Purpose**

The Cargo Pricing Analyst is responsible for developing and executing effective pricing strategies to optimize revenue and strengthen market share within the airline's cargo division. The role involves analysing market trends, monitoring competitor activities, and collaborating with sales and operations teams to establish competitive and profitable pricing structures that align with the company's commercial objectives.

### **1. Key Duties and Responsibilities:**

#### **a. Operational**

- Develop and implement competitive pricing strategies based on market analysis and company objectives
- Monitor and adjust pricing in response to market changes, competitor actions, and customer demand
- Establish pricing policies and guidelines for different cargo products and services.
- Identify and implement promotional pricing strategies to stimulate demand during off-peak periods
- Conduct regular market research to understand industry trends, competitor pricing, and customer needs.
- Analyse market conditions and forecast pricing trends to inform strategic decisions. Identify opportunities for revenue enhancement and market penetration
- Develop detailed market segment analysis to tailor pricing strategies for different customer groups
- Analyse historical data, sales trends, and market conditions to determine optimal pricing strategies
- Prepare regular reports on pricing performance, market trends, and revenue generation
- Provide insights and recommendations to senior management based on data analysis
- Develop and maintain pricing models and tools to support data-driven decision making
- Work closely with sales, operations, and finance teams to ensure alignment of pricing strategies with overall business goals.
- Collaborate with the cargo sales team to develop pricing proposals for key clients and contracts.
- Coordinate with operations to understand cost structures and ensure pricing reflects operational efficiencies.



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- Partner with the marketing team to ensure pricing strategies are effectively communicated to customers
- Monitor and manage revenue performance, ensuring pricing strategies are effectively driving profitability.
- Implement yield management techniques to maximize revenue from cargo space.
- Develop and maintain tools and models for revenue and pricing analysis.
- Track and analyse key performance indicators (KPIs) related to pricing and revenue management.
- Keep abreast of competitor pricing strategies and market activities.
- Analyse competitor actions and their impact on the airline's pricing and market share.
- Develop counter-strategies to maintain competitive advantage.
- Maintain a competitor pricing database to track changes and trends over time
- Support the sales team in pricing negotiations with customers, providing datadriven insights and recommendations.
- Address customer inquiries and concerns regarding pricing, ensuring a high level of customer satisfaction.
- Develop relationships with key customers to understand their pricing needs and preferences.
- Conduct customer surveys and feedback sessions to refine pricing strategies.
- Identify opportunities to improve pricing processes and methodologies
- Implement best practices and innovative approaches to pricing analysis and strategy.
- Stay updated with the latest industry developments and pricing technologies
- Participate in training and development programs to enhance pricing skills and knowledge.
- Ensure compliance with all regulatory requirements related to cargo pricing.
- Maintain accurate and up-to-date documentation of pricing policies, strategies, and decisions.
- Develop and update pricing manuals and training materials for internal stakeholders
- Conduct regular audits to ensure pricing practices adhere to company standards and policies.
- Lead and participate in special projects related to pricing and revenue management
- Develop project plans, set milestones, and track progress to ensure timely and successful completion.
- Collaborate with cross-functional teams to implement project initiatives and achieve desired outcomes.
- Prepare project reports and presentations for senior management review.
- Leverage advanced pricing software and analytical tools to enhance pricing strategies
- Integrate data from various sources to develop comprehensive pricing models
- Use technology to automate routine pricing tasks and improve efficiency
- Stay abreast of emerging technologies that can impact pricing and revenue management.
- Provide training and support to junior pricing analysts and other team members
- Share knowledge and best practices to enhance the overall capabilities of the pricing team
- Mentor new hires to ensure they understand company pricing strategies and processes
- Facilitate knowledge-sharing sessions and workshops to promote continuous learning

**2. About You – Minimum Standard Qualifications;**

**Essential**

- Bachelor's degree in Economics, Statistics, Business, or Aviation Management.
- Minimum 3 years' experience in pricing, revenue analysis, or commercial planning, preferably in the airline or logistics industry.
- Familiarity with airline pricing systems and data analysis tools

**3. About You – Other Desired Competencies & Skills;**

**Essential**

- Ability in analysis and reporting, preferably in revenue management, pricing or related areas;
- Ability to understand and interpret trends as reviewed in key performance indicators (KPIs);
- Ability to independently identify problem areas or revenue opportunities and generate quick, solid directional analysis for department leadership;
- Superb technical skills in depth knowledge of MS office suite specifically Excel;
- Must be able to work independently with minimal supervision;
- Strong initiative and excellent communication skills;
- Experience in airline cargo revenue management and/or pricing will be an added advantage;
- Familiarity with Sabre Air Price or comparable pricing tool will be an added advantage;
- Understanding of SPA's (Special prorated agreement) and impact on pricing will be an added advantage.

**4. How to Apply:**

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

The deadline for submitting application documents (**Only PDF Format**) is **April 1<sup>st</sup>, 2026**. Please apply via the link: <https://erecruitment.rwandair.com/>.