

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 Market Research & Interline Analyst
Reports to: Manager Cargo Network planning, RM and Pricing
Department: Cargo
Location: Kigali International Office

Job Purpose

The Cargo Market Research and Interlines Analyst is responsible for conducting market research to identify opportunities and trends in the cargo industry and managing interline agreements to expand network reach. This role involves analyzing market data, negotiating and managing partnerships, and providing strategic insights to support the airline's cargo operations and growth.

1. Key Duties and Responsibilities:

a. Operational

- Conduct comprehensive market research to identify trends, opportunities, and competitive dynamics in the cargo industry.
- Analyse customer needs, market demand, and economic factors affecting cargo operations.
- Develop and maintain market intelligence databases to support strategic decision making.
- Prepare detailed market analysis reports and present findings to senior management.
- Monitor industry developments and regulatory changes that may impact cargo operations.
- Manage and negotiate interline agreements with partner airlines to expand the cargo network reach.
- Analyse the performance of existing interline agreements and identify opportunities for improvement.
- Coordinate with interline partners to ensure smooth operational and commercial integration.
- Monitor interline revenue and ensure compliance with contractual terms.
- Develop strategies to optimize interline partnerships and enhance service offerings.
- Collect, analyse, and interpret data related to cargo operations, market trends, and interline performance.
- Prepare regular reports on key performance indicators (KPIs) and other metrics to inform strategic decisions.
- Provide data-driven insights and recommendations to support market development and interline strategies.
- Develop and maintain dashboards and analytical tools to support ongoing performance monitoring.
- Conduct regular performance reviews to assess the effectiveness of market research and interline strategies.
- Work closely with sales, marketing, operations, and finance teams to ensure alignment of market research and interline activities with overall business goals.



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- Participate in cross-functional meetings and projects to provide analytical support and contribute to strategic initiatives.
- Communicate effectively with internal and external stakeholders to ensure successful execution of cargo strategies.
- Develop and maintain strong relationships with key partners, customers, and industry stakeholders.
- Coordinate with international partners and interline agreements to expand network reach and enhance service offerings.
- Support the development and execution of the airline's cargo market and interline strategies.
- Analyse route performance and profitability to identify opportunities for network expansion or optimization.
- Collaborate with sales, operations, and finance teams to evaluate new route proposals and network changes.
- Prepare strategic planning reports and presentations for senior management review.
- Conduct feasibility studies for new routes and services, including cost-benefit analysis and risk assessment.
- Support the sales team in addressing customer inquiries and concerns related to market trends and interline partnerships.
- Develop relationships with key customers to understand their needs and preferences.
- Participate in customer meetings and industry forums to gather feedback and inform planning efforts.
- Ensure customer requirements are integrated into market research and interline planning processes.
- Prepare project reports and presentations for senior management review.
- Identify opportunities to improve market research and interline management processes.
- Implement best practices and innovative approaches to enhance analytical capabilities and operational efficiency.
- Stay updated with industry developments, technological advancements, and regulatory changes affecting cargo operations.
- Participate in training and professional development activities to enhance skills and knowledge.
- Lead or contribute to process improvement projects aimed at increasing efficiency and reducing operational costs.
- Ensure compliance with all regulatory requirements related to cargo market research and interline agreements.
- Maintain accurate and up-to-date documentation of market research findings, interline agreements, and strategic decisions.
- Develop and update standard operating procedures (SOPs) and training materials for relevant processes.
- Conduct regular audits to ensure adherence to company policies and industry standards.
- Ensure compliance with international aviation regulations and standards in all market research and interline planning activities.
- Leverage advanced analytical tools and software to enhance market research and interline planning processes.
- Integrate data from various sources to develop comprehensive market and interline models.



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- Use technology to automate routine tasks and improve efficiency.
- Stay abreast of emerging technologies that can impact market research and interline management.
- Implement and maintain software solutions that support efficient market research and interline operations.
- Lead and participate in special projects related to market research and interline agreements.
- 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.

2. About You – Minimum Standard Qualifications;

Essential

- Bachelor's degree in Economics, Statistics, Aviation Management, Business Administration, or a related field.
- Minimum 3–5 years of experience in market research, network planning, or scheduling within the aviation or logistics industry.
- Strong understanding of airline interlines agreements, cargo scheduling, and route planning principles.
- Experience using data analytics tools and aviation scheduling software is an added advantage

3. About You – Other Desired Competencies & Skills;

Essential

- Strong analytical and research skills, with the ability to interpret data and market trends.
- Proficiency in Microsoft Excel, Power BI, or similar data visualization tools.
- Solid understanding of cargo operations, route economics, and capacity management.
- Excellent planning, coordination, and problem-solving abilities.
- Strong report writing, presentation, and communication skills
- Ability to work collaboratively with commercial, operations, and network teams.
- Fluency in English and Kinyarwanda (French is 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 1st, 2026**. Please apply via the link: <https://erecruitment.rwandair.com/>.