

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: Pricing Specialist
Reports to: Manager Pricing and Tariffs
Department: Revenue Management and Pricing
Location: Kigali International Office

Job Purpose

To lead the development, execution, and performance monitoring of RwandAir's pricing strategies across designated markets, ensuring fares are competitive, profitable, and aligned with revenue targets. This senior role supports the design of pricing structures, fare policies, and revenue maximization initiatives through close collaboration with Revenue Management, Sales, and Network Planning.

1. Key Duties and Responsibilities:

a. Operational

- Design and implement fare strategies for assigned markets and routes, considering demand patterns, seasonality, and competitor actions.
- Set and maintain pricing structures, fare levels, and rules in alignment with RwandAir's commercial strategy.
- Conduct regular pricing audits to ensure accuracy and integrity of fares published in GDS and internal systems.
- Lead fare filing processes and manage ATPCO submissions to ensure timely updates in all distribution channels.
- Monitor competitive fare activity and proactively adjust pricing to maintain market competitiveness.
- Collaborate with Revenue Management to align pricing with inventory control and revenue forecasts.
- Analyze fare performance, conduct price sensitivity studies, and recommend adjustments.
- Support promotional and tactical pricing campaigns by designing fare products, evaluating impact, and recommending price points.
- Provide pricing support to Sales teams, including requests for ad-hoc fare construction, group pricing, and market-specific discounts.
- Participate in system upgrades or new pricing tool implementations, ensuring efficient fare loading and decision support.
- Liaise with regulatory teams to ensure compliance with tariff filing and transparency requirements.
- Mentor and guide the Pricing Analyst, ensuring accurate data analysis, fare entry, and process adherence.
- Other duties as assigned by Line Manager or Head of Department.

2. About You – Minimum Standard Qualifications;

Bachelor's degree in Economics, Mathematics, Business Administration, or related discipline. Airline

pricing or IATA fare training is a plus.

Essential

- Minimum 3–5 years of airline pricing, revenue management, or commercial analytics experience.
- Strong command of pricing tools, GDS fare systems (e.g., Sabre, Amadeus), and ATPCO.
- Experience with Excel modeling, pricing dashboards, and fare auditing processes.
- Exposure to competitive pricing strategies in Africa or international aviation markets.

3. About You – Other Desired Competencies & Skills;

Essential

- Strategic thinking and pricing acumen
- Advanced numerical and data analysis skills
- Deep understanding of fare structures and pricing methodologies
- High attention to accuracy and process control
- Strong collaboration with internal and external stakeholders
- Ability to make fast, informed decisions in a dynamic market
- Effective mentoring and task delegation skills

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 **September 28th, 2026**. Please apply via the link: <https://erecruitment.rwandair.com/>.