

Ref. : 2018/CDGSDCP002



## POSITION

Senior Pricing & Commercial Planning Analyst



## LOCATION

Currently: CDG, Paris (France) / From Q1 2019 onwards: Paris city center (France)



## JOB DESCRIPTION

Within the Strategy & Digital division of the ECS Group, you will be part of the Commercial Planning team, reporting to the Commercial Planning Manager. Your role will be to define and implement pricing tools, set the pricing guidelines for the origin markets to sell the right flows at the right price, participate actively in the airline tenders and steer accordingly the commercial organization in order to meet the budget and maximize the overall margin.



## YOUR MISSIONS

- Set KPIs and monitoring process to review and verify the rates per origin country (published, promotional, contract, minimum, interline rates)
- Analyze the market trend and monitor the performance of our offices at different levels (region/country/origin/destination/product), look for opportunities and propose action plans
- Lead periodical business pricing reviews with the different origin countries and follow-up
- Define & implement the pricing tools, follow-up on the process implementation and manage the day-to-day activity
- Perform market data analysis to support our business proposal for airlines RFQ (Request for Quotations), coordinate our input along with the corresponding country managers and present it internally to our executive management



## YOUR SKILLS

- **Qualification:** Master's degree or equivalent (Engineering or Business school preferred)
- **Experience:** minimum 4 years of job-related experience (cargo pricing or revenue management)
- **Competences:** strong analytical and computer skills, good communication skills and teamwork, hands-on attitude, able to influence the decision making and negotiate with other areas
- **Language:** fluent in French and English (other languages can be an additional advantage)
- **Must be entitled to work legally in France**

## ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 47 countries through its 147 offices, ECS group knows it can count on its 1034 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever increasing network, this year ECS Group has carried over 979,000 tons on behalf of the airlines it represents and in this way contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the preferred partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: [www.ecsgroup.aero](http://www.ecsgroup.aero)

**HOW TO APPLY :** fill in the form [here](#)  
(Resume + Cover letter + Ref. of the announce)