



Revenue Manager

Job Description

Date: July 2017

Confidential

The information contained herein is the property of Mobacar and may not be copied, used or disclosed in whole or part except with prior permission of Mobacar.

ABOUT MOBACAR

Mobacar is an advanced Travel Technology and Artificial Intelligence company. Our approach to analytics at the core makes this a unique opportunity for the right person to work on some of the innovative and forward-thinking technology in the industry.

Mobacar uses Artificial Intelligence to gain a deep cognitive understanding of customers, predict their specific mobility needs and fulfil this through our global ground transportation network in real time.

Each customer now gets the most relevant transportation option, at the most appropriate price delivered through a personalised booking experience across all customer touch points and devices.

This enables our partners to retail at a customer level driving increased bookings, revenue, customer retention and overall commercial performance.

POSITION OVERVIEW

The Revenue Manager is a customer facing role and is responsible to achieve the maximisation of revenue and profitability of Mobacar products by developing/implementing Revenue Management Strategies.

The Revenue Manager is expected to become conversant with Mobacar products as the core focus is driving deeper penetration of Mobacar products within the established client base by ensuring we price correctly.

The Revenue Manager reports to the CEO and works closely with the rest of the C-suite.

JOB RESPONSIBILITIES

- Understand the implications of external market dynamics and competitor activity on the business and react accordingly with appropriate development of Revenue management strategies.
- Identify business opportunities to maximise revenue across all

products.

- Keep abreast of competitive environment and best practices to revitalise revenue management strategies and tactics.
- Complete complex Commercial & Pricing Modelling with valid assumptions for all business opportunities.
- Understanding of the Price Elasticity concept within the Car Rental market.
- Recommend optimal pricing strategy from a business and partner perspective based on base volume and volume uplift by applying AI.
- Ensure revenue management principles and strategies are fully understood by all stakeholders.
- Ensure that Mobacar's revenue management systems, techniques and technology improve and evolve to keep ahead of market competitors.
- Manage to and provide updates on performance in relation to planned revenue targets on an ongoing basis. Implement strategies to correct short-falls and leverage opportunities.
- Business Plan Input based on market assessment of the global mobility business opportunity.

ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Helps set and work to assigned kpi targets in designated partner accounts.
- Meets assigned expectations for pricing & profitability.
- Monitor, interpret and share results of various reports with stakeholders.
- Define continuous improvements for KPI.
- Completes required training and development objectives within the assigned time frame.

ORGANISATIONAL ALIGNMENT

- Reports to CEO and works closely with the CFO & rest of the C-suite.
- This is a customer facing role as most major commercial proposals will be presented both externally and internally.
- Works closely with the following stakeholders: Partners, Suppliers, CEO, CFO, CAO, CTO, Sales Team, AI Team, etc.

QUALIFICATIONS

- University degree in Maths, Economics or Business.
- Demonstrable strong commercial, financial, competitor & market awareness to support product positioning and deals.
- Car Rental Industry knowledge and experience a distinct advantage.
- Minimum five years of revenue management experience in a car rental, travel or telecoms industry.
- Extensive knowledge of latest Pricing and Revenue Management strategy and tactics.
- Ability to handle a heavy workload under time pressure in busy periods.
- Proving ability to switch from operational to strategic projects and handle various subjects/projects at the same time.
- Microsoft Office proficiency.
- Excellent interpersonal, written, communication and presentation skills.
- Excellent organisation and attention to detail skills.
- Excellent decision, negotiation, statistical and analytical skills.
- Ability to work on own initiative.

- Ability to work with customers directly.

WORKING CONDITIONS

- This position requires some national & international travel.
- Location Dublin or Killarney.

APPLICATIONS – send to careers@mobacar.com