

Revenue Analyst Apprentice

Role Description:

The role is responsible for carrying out detailed analysis that supports the optimisation of the revenue delivery throughout the selling cycle. Reporting into the Senior Revenue Analyst, the role will take an active involvement in the management of the New Launch Product and Campaign cycle process, as well as carry out independent analysis highlighting potential revenue making opportunities.

RUI:	1595	Grade: CUK15	DBS check required	Standard	
Directorate:	Carnival UK Strategy & Data	Reports to:	Senior Revenue Analyst		
Function:	Carnival UK Revenue Management & Deployment	Team:	P&O Revenue Management		
Direct reports :	Job Titles & Level <ul style="list-style-type: none"> n/a 				

Accountabilities

- Play a key role in development and implementation of the Launch and Campaign process
- Carryout analytical research using historical data and identifying revenue optimising opportunities
- Presenting findings of analysis in clear and informed manner
- Forward projections based off of data analysis
- Delivery of the day to day revenue management processes
- Identify revenue risks and opportunities, prioritising those where improvements could be most significant
- Take an active role in driving team engagement and engendering a positive team spirit and work ethic
- Fully understand the pricing, product, distribution and promotion strategy of the brand and apply this to the analysis
- Actively seek ways to improve individual and department performance based on stakeholder feedback

Health, Environment, Safety, Security (HESS) Responsibilities

- Lead by example by taking care of the health and safety of you and others
- Report all accidents, 'near miss' incidents and work related ill health conditions to your manager/supervisor/team leader
- Follow safety rules and procedures
- Use work equipment, personal protective equipment, substances, and safety devices correctly
- Take part in safety training & risk assessments and suggest ways of reducing risks
- Appoint shore side risk assessment Subject Matter Experts as required to review and approve risk assessments
- Actively promote safe working within your team and encourage safe behaviours
- Demonstrate safety leadership in accordance with our safety leadership behaviours

General Responsibilities

- Adhere to Corporate Policies and Procedures, including Code of Conduct, Audit Procedures and any control related responsibility for financial data entered, stored, or reported via business systems within employee's control (list not exhaustive).
- Undertake ad hoc duties as required.

Scope:

Problem solving:

- Ability to analyse large data sources, make observations and recommendations
- Problem solving is an important function of the role, but equally important is the conviction & confidence to then translate theoretical understanding into practical solutions

Impact:

- Direct impact on CUK profitability, through supporting the optimal delivery of revenue
- Indirect impact on CUK guests & their start to end experience.
- Long term strategic impact, as future revenue opportunities have a large impact on 3-5 year future planning

Leadership:

- Ability to work independently as well as part of an established team
- Act as a thought-leader within Revenue Management and the wider Data & Strategy space, sharing knowledge & expertise to benefit the wider business

Demonstrable Behaviours (what needs to be demonstrated in 'how' to be successful in the role) :

- Guest and customer centric approach, passionate about enhancing the service being offered across the team
- High attention to detail in approach
- Strong communicator in all its forms across all levels of the organisation
- Curious and desire to learn
- Always looking to improve, in terms of ways of working and personal development.
- Focussed on prioritising the right things and planning to ensure success
- Decisive, 'can do' attitude whilst maintaining a clear focus on problem solving and seeing action through to delivery
- Innovator who can develop new ideas and ways to improve the service we offer

Knowledge, Experience and Qualifications required:**Qualifications / Knowledge/ Experience – essential:**

- Minimum of 104-112 points* at A2 (Grades BCC) or an equivalent e.g. BTEC DMM
- Maths and English Language GCSE grade A*- C
- Experience working in team environment

N.B. We will individually evaluate candidates who do not meet these requirements, but have workplace experience or recognised prior learning (RPL).

In the absence of formal learning qualifications applications are welcomed from persons who can demonstrate relevant work experience, including work in a voluntary capacity.

The course structure actively supports claims for Accreditation of Prior Certificated Learning (APCL) and Accreditation of Recognised Prior Learning (RPL).

Employment: You must be employed by a sponsoring organisation to be accepted to BSc (Hons) Data Science (Apprenticeship) degree apprenticeship programme.

Qualifications /Knowledge/ Experience – desirable:

- A-level or equivalent qualification including statistical analysis
- Experience of analysing data
- Previous experience in a working environment
- Knowledge of Microsoft Excel

Issue Date:	Dec 2019	Issued by:	Emma Yearsley – Revenue Director	
REWARD ONLY	Grade:	RUI:	Date Approved:	Initials: