

Ref No: IAS/MIS/2026/903

Date: 18<sup>th</sup> June 2026

**TERMS OF REFERENCE**

Position Name	Revenue Management & Distribution Lead
Job Reference no	JA/2026/53
Reports to	General Manager, Commercial (International)
Work location/ Department	Corporate Head Office / Commercial Division
Contract Period	02 Year
Job Description	<ul style="list-style-type: none"> <li>Responsible for leading the airline's revenue management function to maximise passenger revenue, yield and route profitability through pricing, inventory control, demand forecasting, fare-mix optimisation and distribution-aligned availability strategies. The role translates the commercial strategy, network plan and market demand into route and flight-level revenue actions, while ensuring fares, inventory and offers are accurately reflected across direct and indirect points of sale.</li> </ul>
Key Responsibilities	<ul style="list-style-type: none"> <li>Lead the formulation and implementation of the airline's revenue management strategy across assigned markets, routes and cabins, aligned with the commercial strategy, network plan and sales priorities.</li> <li>Manage route and flight-level pricing, booking class availability, inventory controls, fare ladders and yield strategies to maximise passenger revenue, RASK/PRASK, load factor and contribution.</li> <li>Own demand forecasting and booking-curve analysis by route, O&amp;D, point-of-sale and customer segment; translate seasonality, events, competitor actions and market demand into revenue actions.</li> <li>Continuously monitor booking pace, yield, fare-mix, load factor, forecast accuracy, cancellation/no-show trends, spill/spoilage and route profitability, and take timely corrective actions.</li> <li>Coordinate with Pricing, Sales, Network Planning, Marketing, Charter/Group Sales and Finance to set market-level revenue targets, tactical promotions, group/allotment controls and post-flight performance reviews.</li> <li>Review and recommend revenue-sensitive decisions on groups, tour operator allocations, charter blocks, corporate requests and special fares to balance volume growth with yield protection.</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Work with Distribution, E-Commerce and IT teams to ensure fares, inventory, availability and booking flows are correctly presented across direct channels, GDS, NDC/API, OTAs, GSAs and agency networks.</li> <li>▪ Develop and maintain revenue management reports, dashboards and KPIs covering route revenue, yield/RASK, forecast accuracy, booking pace, fare-mix, channel revenue and tactical action performance.</li> <li>▪ Lead the effective use of revenue management, inventory, pricing and business intelligence systems; maintain standard operating procedures and decision calendars for the revenue management function.</li> <li>▪ Build internal revenue management capability through coaching, market review meetings, cross-functional governance and data-driven recommendations to senior commercial management.</li> </ul>
Requirements	<p style="text-align: center;"><u>Education Qualification:</u></p> <ul style="list-style-type: none"> <li>▪ Master's in Business Management / Aviation Management / Economics / Finance / Statistics / Mathematics / Data Analytics or related field with minimum 06 years of relevant work experience in airline revenue management, pricing, inventory management or commercial strategy, including managerial experience within an international airline.</li> </ul> <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> <li>▪ Bachelor's Degree in Business Management / Aviation Management / Economics / Finance / Statistics / Mathematics / Data Analytics or related field with minimum 08 years of relevant work experience in airline revenue management, pricing, inventory management or commercial strategy, including managerial experience within an international airline.</li> </ul> <p style="text-align: center;"><u>Other Requirements:</u></p> <ul style="list-style-type: none"> <li>▪ Proven hands-on experience in airline revenue management, pricing, inventory control, demand forecasting, yield management and revenue optimisation.</li> <li>▪ Strong knowledge of airline fare structures, booking classes, inventory logic, O&amp;D/leg/cabin controls, overbooking concepts and fare filing processes.</li> <li>▪ Experience using airline PSS, inventory, revenue management, pricing or business intelligence tools; advanced Excel and analytical reporting capability are essential.</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Ability to analyse large booking, revenue, market and competitor datasets and convert insights into practical revenue actions and senior management recommendations.</li> <li>▪ Good understanding of airline distribution channels, including direct, GDS, NDC/API, OTA, GSA/agency, interline/codeshare, corporate and tour operator segments.</li> <li>▪ Demonstrated ability to work cross-functionally with Sales, Network Planning, Marketing, Distribution/E-Commerce, Finance, Airport Operations and IT.</li> <li>▪ Excellent communication, presentation, stakeholder management and decision-making skills in a fast-paced, multi-market airline environment.</li> <li>▪ Self-driven, structured and comfortable leading a specialist function with measurable commercial targets and multi-stakeholder accountability.</li> </ul>
Competencies	<ul style="list-style-type: none"> <li>▪ Expertise in airline revenue management, pricing, inventory control and demand forecasting.</li> <li>▪ Strong commercial analytics, revenue performance reporting and data storytelling capability.</li> <li>▪ Market and competitor intelligence with sound tactical and strategic decision-making.</li> <li>▪ Airline distribution knowledge with RM-aligned fare, inventory and availability management.</li> <li>▪ Cross-functional leadership, coaching, governance and project management skills.</li> <li>▪ Excellent communication, negotiation and stakeholder management skills across cultures.</li> </ul>
Salary and Benefits	<ul style="list-style-type: none"> <li>▪ Competitive salary with health care benefits and travel perks according to Company policy.</li> </ul>
Deadline	<ul style="list-style-type: none"> <li>▪ 02<sup>nd</sup> July 2026</li> </ul>
Interview and selection	<ul style="list-style-type: none"> <li>▪ Only shortlisted candidates will be called for the interview</li> </ul>

How to apply	<ul style="list-style-type: none"><li>▪ Interested candidates may apply through our online job portal by visiting Maldivian website (careers.maldivian.aero).</li><li>▪ Educational certificates acquired from overseas institutions must be accredited by MQA.</li><li>▪ Applications with inaccurate information, which do not meet the above requirements and which are incomplete will be disqualified.</li></ul>
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