



# MSC

KREUZFAHRTEN

## «NOT JUST ANY JOB»

Part of the MSC Group, MSC Cruises is the market leader in the Mediterranean, South Africa and South America, and sails year round in the Mediterranean and the Caribbean. Its seasonal itineraries cover northern Europe, the Atlantic Ocean, South America, Southern Africa, and the Persian/Arabian Gulf.

MSC Cruises was born in the Mediterranean, and draws inspiration from this heritage to create a unique experience for holidaymakers worldwide. As a result of a € 6.5 billions investment program launched in 2003, MSC Cruises' fleet comprises 15 state-of-the-art cruise ships belonging to four different classes: Lirica, Musica, Fantasia and Meraviglia. The fleet's average age is 7 years, the youngest in the industry.

For our new Flagship Office in Zürich we are looking for

## Junior Business Analyst (M/F 100%)

**Location:** MSC Kreuzfahrten AG, Zürich, Switzerland

**Department:** Revenue Management

**Reports to:** Business Planning and Pricing Manager

### Job Purpose

Within revenue management corporate policies and local management guidelines, ensures optimal business planning in order to maximize the revenue in the designated market.

### Key Responsibilities

- Provides assistance in the preparation of the budget and quarterly forecast proposals;
- Monitors the market performance, identify its needs and constraints, and provides recommendation for a calendar of promotional initiatives;
- Monitors the Fly and Cruise operations, providing suggestions in terms of pricing approach and allotment adjustments;
- Maintains sales databases, reports and systems and assist with ad-hoc sales analyses and pricing definition tasks.
- Manages and coordinate the promotional pricing approval via JIRA. Verify prices set-up has been completed properly;
- Liaising with the Revenue Managers, submit tactical price change and proposals;
- Performs regular competition price and product benchmarking;
- Assists in the review of sales performance and recommendation of pricing adjustments;
- Supports the group department and develops ad-hoc group offers (non-standard requests) ;

### Job-Requirements: skills, competencies, experience

- Fluent in Swiss German / German and English;
- Bachelor in Tourism or Business Administration or Business Economics
- 2 years' sales experience in tourism – preferably in the cruise branch with appropriate education and training;
- Good knowledge of MS Office (Word, Excel, Power Point, Outlook), more knowledge advantageous;
- Results-driven attitude and strong analytical skills;
- Demonstrated robust negotiation skills;
- Strong at planning and organizing;

Interested? We are looking forward to your application on

[jobs-basel@msccruises.ch](mailto:jobs-basel@msccruises.ch)