



## JOB DESCRIPTION

**Job title:** oneworld Network and Research Analyst  
**Department:** oneworld Finance and Administration  
**Reports to:** Director of Finance and Administration  
**Location:** oneworld Management Company (oMC) headquarters, New York City

***This position is open to member secondment or direct oMC employment***

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Interested candidates should email their resume and cover letter: [jobs@oneworld.com](mailto:jobs@oneworld.com)

Attn: Nick Melfi, Director of Finance & Administration, oneworld Alliance

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### **Job Objective:**

Support the alliance and the central management team through:

- Analysis of alliance network planning scenarios
- Collection and reporting of data to measure alliance performance and identify revenue opportunities for the alliance
- Analytical support for customer experience team seeking to enhance the alliance customer value proposition
- Analytical support for the commercial team in support of revenue enhancement initiatives

### **Key Accountabilities:**

- Wide-ranging network planning analysis, including (but not limited to):
  - Forecasting traffic and revenue flows for airline route network-, scheduling- and code-share scenarios
  - Quantitative assessment of revenue impacts related to addition of new members
  - Assessment of current and potential alliance network connectivity
  - Code-share program analysis, for the alliance and the industry
- Maintenance of network information and databases relating to the alliance, its member airlines, and competitors to support alliance development and progress reporting
  - Traffic and revenue flows for the airline industry overall and for specific carriers
  - Provide analysis and strategic input to help identify key markets and business activities
- Respond to opportunities presented by member airlines, new airline candidates, and authorities at key airport locations
- Ad-hoc analysis as needed

## Skills, experience and qualifications:

oMC core competencies (see below) plus:

1. University degree required with a major, or concentrated studies, in Marketing, Business, Transportation, Finance/Economics, Math, Operations Research, or a similar area
2. Prior airline experience in Planning, Scheduling, Finance, Revenue Management or Research departments is an asset
3. Excellent quantitative analysis skills are essential
4. Prior experience using network modeling “QSI” tools, including interpretation of results, is desirable
5. Strong written and verbal English skills, including the ability to express complex issues clearly and simply
6. Expert Excel, PowerPoint and Word skills are a must; strong Access skills (particularly the ability to work with large amounts of data) are desirable

Suitable candidates for positions at oMC will possess the following core competencies:

- Strong planning and organizational skills, preferably with solid experience in an airline commercial or operational environment
- Excellent team player who enjoys a fast-paced work environment and is comfortable with dynamic objectives in an evolving industry
- Comfort in taking direction and input from many stakeholders, understanding the role is in a central team which provides analytics throughout the alliance’s operational functions
- Working within the finance team, be willing to proactively undertake responsibilities as required
- Solid communications skills, which include excellent relationship building capabilities
- Capable of applying a disciplined and methodical approach to work in a complex matrix organizational structure
- Strategic thinker with the capability of simplifying and communicating complex concepts and situations
- Proven experience of working cross-culturally and cross-functionally
- Self-directed and able to meet deadlines with minimal supervision, technically competent to function with minimal administrative support
- Preferred but not mandatory:
  - Multi-lingual capabilities –Spanish, Japanese, Chinese or Russian

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