Rai University
EVOLVING THINKING MINDS
Ahmedabad

Ref. No.: RU/TPO/2023/07/17   **July 28 ,2023**

NOTICE

Placement – Freshers 2023 Pass Out – Atica

Atica is a technology company specializing in sales & revenue management for hotels. The kind of talent & software used by the best businesses globally to drive RevPAR and Occupancy is what they bring to all hotel operators and brands worldwide.

They have a team of 20+ years of hospitality leadership experience working with large global hospitality brands. Atica takes 100% ownership to ensure maximum revenue month-on-month from all your properties' online & offline channels.

Role : Revenue Associate

Location: Pune

US Shift (6 PM to 4 AM IST)

Job description:

- Co-own a region's hotel performance and optimize each hotel's P&L for growth & margins
- Effectively manage inventory allocation across demand channels
- Develop & optimize pricing strategy for each of the region's hotels. Ensuring pricing strategies reflect asset strength relative to competition and seasonal market conditions
- Develop a working knowledge of the impact & characteristics of various demand channels on the region's performance
- Produce accurate forecasts on a weekly, monthly & quarterly basis
- Proactively identify and analyse peak days and shoulder days, taking into consideration past performance as well as new industry trends
- Conduct extensive analysis on user profiling, supply profiling and demand patterns to improve revenue trends and profitability
- Perform data-mining and analysis using tools including MS Excel and/or SQL to identify trends and develop forecasts, as well as identify opportunities for productivity improvement
- Make the channel a data-driven organization by creating platforms to better access, interpret and use data in driving day-to-day decisions and business functioning**.**

Who can apply?

- Good analytical skills and comfort with numbers is paramount
- Someone with a hunger for growth, who is looking to make a dent through their work

- Ability to discover effective solutions to complex problems.
- Strong skills in data structures and algorithms.
- Problem-solving: Ability to break the problem into small problems and think of relevant techniques which can be explored & used to cater to those
- Proficiency in Excel and SQL/R/Python would be an added advantage

Qualification : All streams from Btech and MBA are eligible - with 6 cgpa and above.

Company Website : www.aticastays.com

Students interested may revert to Ms. Poonam Chakravarti , Placement Coordinator, Rai School of Engineering and Preeti Das , Placement coordinator, Rai School of Management Studies by <u>July 31, 2023</u>

Rajesh Nair
Training & Placement
Corporate Resource Cell