

*Come join us on at TUI Nordic on our journey as the next generation travel operator and enable more customers discover their smile when going on holiday. We are now looking for someone that would like to optimise our ability to understand the mechanics of pricing and market dynamics. We want you to be our next Data Scientist!*

## **Senior Commercial Data Scientist Nordic**

As a Senior Commercial Data Scientist in TUI Nordic you will be a part of a cross functional Enterprise Analytics-function and report to Head of Enterprise Analytics. You will work very closely with our Commercial department and sales teams, contribute to creating a deeper knowledge about how pricing and yield relates to market conditions, sales channels, products and channel performance. Welcome to join a team that will make a difference!

### **Key Responsibilities:**

Your task will be to deliver high quality analytical and decision support and business insights fundamental to key strategic and commercial initiatives using detailed modelling, reporting and data analysis.

- You will define, prototype and support changes to TUI Nordic yield management systems and tools
- You will work to improve the business processes required to support delivery of evolving business strategies
- Develop commercial models to track benefits arising through the implementation these strategies
- Explore dependencies to other domains such as CRM, Omni-channel sales, consumer insights, and sales funnel development

Being a part of TUI Group, you will furthermore participate in a community of 'Commercial analytics experts' within TUI Group, contributing to the development of group wide yield solutions and ensuring that best-practice and consistent approaches are adopted.

### **Your personality:**

To thrive in this position we think that you are a creative and strong problem solver with an ambition to challenge traditional ways of working with analytics. And we are looking forward to your curious and innovative mindset, in creating opportunities and alternatives in yield/pricing analytics.

- You need to be team oriented and collaborative as a person with a diplomatic and flexible way of working
- Excellent presentation skills, including strong oral and written capabilities will make your job a lot easier
- Comfort in working in a large pan European business, where some travel will be required. Previous experience in this environment would be an advantage

## Desired requirements:

- Educated at a degree level in a mathematical, economic or scientific related discipline
- Experience of working with large and complex data sets using SQL
- Exceptional analytical skills (regression analysis, multivariate analysis of variance, discriminant analysis etc.) and proven ability to translate analytics output to actionable recommendations and delivery.
- Knowledge and experience of leading analytical and modelling tools (e.g. R, Alteryx, SAS, SPSS, KXEN etc.)
- Ideally knowledge and experience of yield management

As we are a global organisation and you will work in a Nordic position you will need to be fluent in English.

## What we offer:

We offer you the opportunity to be part of creating a whole new way of working with cross functional Advanced Analytics and Commercial Optimisation at TUI Nordic. You will contribute to assuring that TUI Nordic will reach our goal – making each individual customer discover their smile!

***TUI Group** is the world's number one integrated tourism business operating in around 180 countries worldwide. With some of the best known holiday brands in the world, we offer inspiration, booking, flights, transfers, hotels and cruise ships to over 30 million customers every year all under one roof.*

*With over 1,800 travel agencies across Europe, six airlines operating more than 130 aircrafts, over 300 Group-owned hotels and resorts and twelve cruise ships we are able to design unique and individually tailored holiday experiences with consistent high quality for our customers. Our 77,000 colleagues, all with a passion for holidays, work hard to deliver our customer promise - "Discover your smile".*