

OLGIERD HINZ

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<http://www.geocities.com/olgierdhinz>

Objective :

- To apply my competencies and knowledge to a career in the airline industry.

Education :

- Master of Business Administration
Keller Graduate School of Management, DeVry University, Oakbrook Terrace, IL
Graduation : December 21, 2008
Areas of Concentration : International Business & Marketing
Overall GPA : 3.80
- Bachelor of Science
College of Aviation, Western Michigan University, Kalamazoo, MI
Lee Honors College, Western Michigan University, Kalamazoo, MI
Thesis: Airline Yield Management in Transition
Graduation : December 11, 2004
Major : Aviation Science and Administration Minor : General Business
Overall GPA : 3.60

Organizations, Honors & Achievements :

- Represented Alaska Air Group at JumpStart & Network Conference
- Attended Boeing Planning Seminar in 2008
- Western Michigan University Dean's List 2002, 2003 & 2004
- Alpha Lambda Delta - National Academic Honor Society

Work Experience :

- *Network Planning Analyst II - Alaska Air Group*: February 2007 until present
 - ✓ Responsible for conducting economic evaluation of Alaska Airlines' existing and future route network, and existing and future frequency levels.
 - ✓ Provide recommendations to optimize network revenue and profitability performance.
 - ✓ Conduct analysis in support of Alaska Airlines' long term strategic growth plan and fleet requirements.
 - ✓ Evaluate network benefits of airline partnerships and code shares.
 - ✓ Manage the route forecasting model to ensure that it is calibrated for maximum accuracy.
 - ✓ Develop more effective ways of accessing and disseminating performance data.
 - ✓ Provide ad-hoc analysis and input as required in support of commercial planning decisions, company presentations, internal/external communications etc.
 - ✓ Analyze and disseminate competitive route and frequency change information.
 - ✓ Train new members of the department in network planning procedures and methodology.

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- **Revenue Management Analyst - Alaska Air Group:** March 2005 until February 2007
 - ✓ Analyze changes in market conditions such as competition, schedules, and fares to develop appropriate allocation strategy.
 - ✓ Maintain open communication and develop a good working relationship with counterparts in the Pricing, Scheduling, Reservations, CRC, Marketing, and Stations areas to ensure that revenue impediments are identified and corrected to ensure maximum revenue production.
 - ✓ Review reports of historical performance and advance booking information for the assigned markets each day by tracking booking patterns, oversales, no-show rates and cancellation rates for unsatisfactory performance and adjust flights as required.
 - ✓ Analyze data from the decision support system on critical flights and take appropriate action.
 - ✓ Monitor and analyze booking levels and forecasts by flight, cabin and class to maximize revenue by adjusting the allocation strategy to take advantage of opportunities or changing business conditions.
 - ✓ Analyze special events taking into account market behavior, booking activity, and overbooking levels, then develop strategy to adjust the decision support system parameters to compensate for special travel period abnormalities.
 - ✓ Identify seasonal demand fluctuation and insure the appropriate forecast methodology is in place for each of the seasons. Develop market / flight strategy to match the expected demand of the various periods.
 - ✓ Perform ad hoc projects and reports as required.

Professional Skills :

- Qualitative and Quantitative proficiency in analyzing aviation markets, individual airlines and airports on domestic and global level.
- Proven analytical skills and understanding of analytical processes.
- Broad knowledge of business strategies and tactics in the aviation environment.
- Experience in working & communicating with all levels of the company including senior executives.
- Technological literacy in performing tasks using various computer applications, E.g. Seabury APGDat & APGNet, Sabre AirMax Revenue Manager, Sabre AirFlite, Sabre Image, Hyperion Business Intelligence, SQL, Macintosh, Linux, SAP(Logistics Module), Macromedia Suite MX & Microsoft Office Programs.
- Leadership capabilities in decision-making, problem solving & critical thinking skills.
- Team work efficiency in coordinating and delegating to achieve set goals.
- Fluent in Polish, German and English
- Organizational and time management
- Oral and written communication with efficient interpersonal communication.
- Creative, detail oriented, self-disciplined, self-motivated, dedicated and reliable.