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## Revenue & Margin management expert

BRUSSELS

### External Description

## Context

bpostgroup strives to create an inclusive environment with challenging projects and inspiring collaborations. With our employees at the heart of our organization, we don't believe in jobs; we believe in careers. We create an environment that encourages professional growth, offering stimulating projects, the latest technologies, and comprehensive training programs for all. In this context of continuous evolution and development, we are currently seeking an Revenue & Margin Management Expert.

## Your mission

As a Revenue & Margin Management Expert, you are responsible for optimizing revenue streams and margins through data-driven capacity management. In this role, you work closely with operations, the commercial team, and finance to develop capacity models that not only enhance operational efficiency but also achieve strategic advantages in profitability. You analyze the use of lockers, post points, identify opportunities, and formulate strategies that align capacity utilization optimally with market demand and pricing structures.

## Tasks and Responsibilities

### Revenue and Margin Optimization

- Develop pricing and capacity strategies aimed at enhancing the profitability of lockers and post points.

- Analyze margin structures per channel and advise on adjustments based on capacity utilization and market developments.

- Evaluate the ROI for investments in additional capacity and develop models to maximize revenue opportunities from new assets and channels.

### Capacity Planning with Profit Goals

- Create capacity plans that align with revenue targets through demand forecasting, market analysis, and cost control.

- Explore demand and price elasticity to guide capacity decisions that optimally balance customer demand and business outcomes.

- Actively monitor peak periods and adjust capacity models to capitalize on these

moments commercially.

## **Strategic and Operational Guidance**

Collaborate with the control room and operational teams to support profit-driven decisions based on daily capacity data.

Identify real-time capacity challenges and develop strategies to manage their impact on margins and revenue.

Contribute to the long-term capacity management strategy that closely aligns with the commercial goals of the bpost group.

## **Analysis and Reporting of Profit Opportunities**

Conduct extensive analyses on the usage of various channels and their impact on revenue and margins.

Prepare reports that provide insights into capacity utilization, cost structures, and profit contributions per channel.

Translate complex analytical data into strategic recommendations for both operational and commercial teams.

## **Stakeholder Management**

Act as a key partner for commercial teams and finance, providing insights and advice on capacity and pricing.

Communicate effectively with diverse teams to achieve shared goals in profit optimization and capacity management.

## **Profile**

- Master's degree in Business Economics, Logistics, Data Science, or a related field.
- At least 5 years of experience in revenue management, margin analysis, or capacity management, preferably in the logistics sector.
- Extensive knowledge of financial analysis, cost structures, and profitability models, with experience in identifying commercial opportunities through capacity management.
- Advanced skills in Excel, including creating reports and analyses.
- Strong communication skills to clearly and concisely convey complex insights to operational and commercial stakeholders.
- Experience in stakeholder management between operational, commercial, and financial teams to support strategic business goals
- Experience with BI tools such as Power BI or Tableau for in-depth commercial analysis.
- Familiarity with capacity and demand forecasting techniques and the development of commercial

capacity models.

- Affinity for dynamic pricing strategies

## Our offer

Like a long-awaited parcel, we want to make you feel welcome and valued.

Our offer includes:

- Competitive monthly salary
- Meal vouchers
- Hospitalization-, group- and disability insurances
- A phone subscription and company car
- 20 days of statutory leave and 7 additional extralegal days off
- An end-of-year and performance-based bonus and double holiday pay
- Many benefits from more than 100 bpost-partners

## Why bpostgroup?

bpostgroup is Belgium's leading postal operator and a growing parcel & omni-commerce logistics partner globally. With a focus on social and environmental sustainability, we aim to be a trusted guide in a changing world. As our newest team member you will:

- Become part of the bpostgroup family with a unique atmosphere and culture.
- Enjoy a dynamic work environment with a hybrid model allowing for flexibility.
- Have access to continuous learning and development opportunities.
- Have a direct impact on decision-making in an international success story.
- Thrive in a leadership culture centered on visioning, sense making, innovation, and relating, empowering you to lead effectively in our forward-thinking organization.