



INTRAWEST

- JOB DESCRIPTION -

Position Title:	Pricing Analyst
Business Unit:	Finance
Position Reports to:	Manager of Financial Planning & Analysis
Positions Reporting into this Role:	None
Location:	Banff, AB

COMPANY OVERVIEW

With 45+ years of experience **Canadian Mountain Holidays (CMH)** has evolved into the world's largest Heli-Skiing and Heli-Hiking company, operating 11 lodges in the winter and 2 in the summer throughout British Columbia, Canada. The business's central office is located in Banff, Alberta Canada.

The CMH mission is simply to offer every person, of any age and any ability, the opportunity to experience an incredible mountain adventure in style and comfort. We are committed to the highest international standards of eco-tourism. Throughout our programs, partnerships, and sponsorships, we are dedicated to maintaining the wildlife and rugged beauty of the mountains in pristine condition for visitors to enjoy for decades to come.

Headquartered in Denver, Colorado, **Intrawest** is an industry leader in the development and management of four season mountain resorts. Intrawest has interest in a network of resorts and businesses including CMH across North America. Intrawest is a privately-held company and a wholly-owned subsidiary of private equity funds managed by affiliates of Fortress Investment group LLC (NYSE: FIG). Fortress is a leading global alternative asset manager founded in 1998 and headquartered in New York.

POSITION OVERVIEW

The Pricing Analyst is responsible and accountable for pricing and inventory analysis. The ideal candidate will have prior experience in financial analysis and quantitative decision making, preferably in an operational capacity. The candidate will demonstrate a combination of business and technical skills and a successful track record of working cross functionally. They should enjoy working with teams across the organization and be able to balance big picture thinking with detailed analysis. This is a highly visible role interfacing extensively with Sales, Operations and Marketing.

The Pricing Analyst will play a significant role in developing CMH's overall pricing strategy and will drive decisions to support that strategy. They will identify and test pricing strategy ideas and theories, offer insights around guest behavior, industry dynamics and competitors. In addition, they will own the pricing strategies that drive sales, margin, and value for each lodge.



The Pricing Analyst will report directly to the Manager of Financial Planning and Analysis, and will build a close working relationship with the Director of Revenue Management, Regional Sales Managers, GM and Director of Operations and Summer and Winter Brand Managers.

AREAS OF RESPONSIBILITY

- Creating and maintaining models that reflect the effect of pricing changes on revenue and cost based on financial and market data.
- Developing pricing for custom trip requests based on financial impact and marketing data for our different lodges.
- Maintaining accurate price list based on current product offerings, tax rules and direction from senior leadership.
- Assisting with the development of revenue targets for annual budgeting and monthly forecasting.
- Monitoring bookings pace weekly and reporting on booking levels.
- Ad hoc analysis and other projects as assigned.

EXPERIENCE / REQUIREMENTS

- Two to three years of experience in financial analysis. Pricing experience preferred/
- Bachelor's Degree required; a degree in Finance or Accounting is preferred.
- Experience in the ski/ride resort, hospitality, or tourism industry desirable.
- Strong working knowledge of Microsoft Office, particularly Excel.
- Experience with Revenue Management, CRM and pricing tools preferred.
- Must demonstrate superior attention to detail.
- Must be able to work under pressure and meet tight deadlines.
- Must be a strong self-starter and able to work alone or as part of a team.
- Must have strong relationship building skills.
- Bilingual (German, French, and / or Spanish) a plus.

KNOWLEDGE AND INTERPERSONAL SKILLS REQUIRED

- Is honest and demonstrates integrity
- Follows established policies and procedures
- Is able to manage confidential information
- Reports to work exhibiting a professional appearance within defined guidelines
- Is supportive of CMH mission and core values
- Sets a positive attitude for others to follow
- Is comfortable challenging established policies and procedures, but once decisions are made, is supportive of decisions
- Is organized and capable of performing multiple tasks
- Is trustworthy and self-directed in work tasks
- Sees projects through to completion including follow-ups on any identified issues or long-term concerns
- Is able to handle a fast-paced working environment
- Is flexible with days and hours of work, based on business needs
- Prioritizes, and re-prioritizes personal time versus work