

With 47 ports of call, 36 vessels, and more than 500 sailings every day, BC Ferries is the largest independently-owned ferry company in the world. Dedicated to safety, excellence, innovation and people, we are committed to continuously improving the west coast travel experience of our customers.



Director, Tariffs & Revenue

BC FERRIES

Victoria, BC

The Director, Tariff & Revenue is responsible for analyzing and forecasting the Company's regulated revenues and developing and implementing pricing strategies which support the successful delivery of business initiatives and revenue targets. You will manage a small team in the development of traffic and revenue forecasts that supply relevant information for decision-making and planning with regard to product development and pricing, risk management and capital investments.

The ideal candidate will have a good understanding of regulated environments, competitive dynamics, market structure and pricing strategies. Your business and industry acumen is supported by technical forecasting expertise and demonstrable knowledge of the techniques and methods used to produce traffic and revenue forecasts. In addition, you will understand – and where appropriate include in the modeling – any material market, business or economic issues.

Specifically your background includes a university graduate degree in Economics, Econometrics or a related discipline combined with a minimum of 7 years experience in either regulatory pricing and forecasting or a combination of forecasting, pricing strategy and regulatory compliance. Along with your experience you bring an expertise with sophisticated modeling tools and a propensity for tracking and applying best practices.

If this exciting opportunity is the challenge you seek, please provide a cover letter and résumé in confidence to **George Madden** and **Shelina Esmail** at:



**Pinton
Forrest
& Madden**

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