

One company.
One brand.
One Vision.

IT'S ALL ABOUT THE OPPORTUNITY Boston Professional Hockey Association



The Opportunity: Business Analyst

Unit Summary: The Stanley Cup Champion Boston Bruins are an Original Six franchise in the National Hockey League with a storied history going back to 1924. They have won 6 Stanley Cup championships and have had the numbers of 10 former players retired. In addition, The Bruins have had 50 former players/coaches named to the Hockey Hall of Fame. Visit the Boston Bruins' website at <http://www.bostonbruins.com>.

Your Role: Provide analytical support to senior leadership. Includes active participation in special projects, quantitative analysis of ticket sales data and pricing, operational metrics assessments, analysis of NHL-generated data, analytical support on supplier contract negotiations, and other projects as assigned. Determine optimal (beneficial) pricing, capacity, sales channel, and bundling opportunities to maximize ticket sales and revenue and recommend ticket price optimization strategies. Conduct formal quantitative analyses and build predictive models and quantitative tools, including the use of granular demand forecasting (by game, by day of week, by opponent, by record, by seat, etc) and detailed capacity comprehension and flexibility analysis. Identify issues and areas in need of statistical analysis, including recommendations for gathering data that is not currently being collected but would be beneficial to have for future analysis. Track, analyze and interpret trends in data in order to provide relevant conclusions and recommendations to management. Other duties as assigned.

Our Expectations: Bachelor's degree with concentration in Management Science, Operations Research or closely related field preferred. 1-3 years business experience. Solid analytical skills and familiarity with Excel modeling is required. Experience in predictive statistical modeling preferred, including analytics directed toward solving business problems. Exposure to sports business curriculum preferred. Ability to articulate strategic initiatives and results to all levels of the organization.

