

Pricing Analyst

Owatonna, Sioux Falls, or Statesville

<p>POSITION PURPOSE:</p> <ul style="list-style-type: none"> • This position plays a critical role in the evaluation of market conditions, pricing strategy and modeling expected market reactions to pricing. • They will provide matrix support to the Customer Facing Business Unit (CFBU) Managers when evaluating product positioning in the marketplace as necessitated. • Additionally, they will insure the maintenance of the pricing systems and databases to meet profit goals and comply with company policies and adhere to customer agreements.
<p>ESSENTIAL DUTIES & RESPONSIBILITIES:</p> <ul style="list-style-type: none"> • Work with CFBU's in evaluating and implementing price strategies for their product through proactive and reactive analysis and participation. • Administer price changes including general customer base price increases and customer specific or tier related price changes. • Assist CFBU in review and pricing challenges of existing prices through competitive PER price review. • Continuously mine macroeconomic and microeconomic inputs that can be utilized by CFBU and Pricing Manager in the formulation of a "point of view" regarding market conditions or a specific opportunity. • Manage material (surcharge) programs including maintaining and updating standard and customer special material rates/programs. • Provide research assistance to CFBU on historical pricing, insights on specific products or customer groups. • Manage competitor database
<p>KNOWLEDGE/SKILLS/ABILITIES:</p> <ul style="list-style-type: none"> • Understanding of value based selling and pricing expertise. • Clear, concise verbal and written communication • Exceptional ability to drive key initiatives to successful outcomes in a fast moving environment. • Demonstrates strategic and analytical skills. • Knowledge of and ability to use multiple IT resources (Excel, Word, PowerPoint, MS Sharepoint) at an advanced level.
<p>QUALIFICATIONS / PRIOR EXPERIENCE:</p> <ul style="list-style-type: none"> • Pricing modeling, data regression modeling, statistics preferred • Demonstrated success in modeling, price elasticity and coefficients • Bachelor's Degree; MBA preferred. • B to B and B to OEM experience preferred. • Sales experience for foundational grounding.
<p>WORK ENVIRONMENT/OTHER REQUIREMENTS:</p> <ul style="list-style-type: none"> • Must be able to use normal office equipment (scanner, printer, copier, computer). • Domestic travel • Must be able to talk/hear/sit for prolonged periods of time. • The work performed is conducted in a climate-controlled facility with moderate noise levels that are within OSHA limits.

Interested candidates please send your resume to careers@amesburytruth.com.