

# Pricing Analyst

## Owatonna, Sioux Falls, or Statesville

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

**Interested candidates please send your resume to [careers@amesburytruth.com](mailto:careers@amesburytruth.com).**