Pricing Analyst
Owatonna, Sioux Falls, Statesville, or Minneapolis Area

POSITION PURPOSE:
The Pricing Analyst plays a critical role in driving the pricing department’s success. This individual is responsible for implementation of pricing strategy through the various levers of pricing activity enterprise wide. The Pricing Analyst maintains the pricing systems, databases and tools to meet profit goals, comply with company policies, and adhere to customer agreements. The consistent approach of the Pricing Analyst ensures best practices can easily be transferred from category to category. The Pricing Analyst is responsible for driving consistency, continuous improvement and plays a critical role in the quotation process for new and existing products.

ESSENTIAL DUTIES & RESPONSIBILITIES:
- Works closely with sales, product management and operations teams to determine and set prices
- Generates recommendations on pricing updates based upon competitive intelligence, product differentiation and internal analysis.
- Establishes and maintain generic list prices and discount tables for standard products.
- Manages ongoing pricing inquiries from customers and AmesburyTruth’s sales team.
- Leads cross-functional pricing projects to support development and execution of pricing strategies
- Administers annual price adjustments, including general market adjustments and/or customer specific adjustments
- Continuously mine macroeconomic and microeconomic inputs that can be utilized by Product Managers and Pricing Manager in the formulation of a “point of view” regarding market conditions or a specific opportunity.
- Manages material (surcharge) and tariff programs including maintaining and updating standard and customer special material rates/programs.
- Provides research assistance to Product Managers on historical pricing, insights on specific products or customer groups.
- Supports continuous improvement efforts aimed at improving quote response time and pricing analysis.

KNOWLEDGE/SKILLS/ABILITIES:
- Understanding of value-based selling and pricing expertise
- Clear, concise verbal and written communication
- Team collaboration – ability to act as a coordinator and work cross-functionally
- Exceptional ability to drive key initiatives to successful outcomes in a fast-paced environment.
- Strong problem-solving skills
- Financial forecasting – ability to analyze data, including regression modeling
- Knowledge of and ability to use multiple IT resources (Excel, Word, PowerPoint, MS Sharepoint) at an advanced level.

QUALIFICATIONS / PRIOR EXPERIENCE:
- 5+ years in pricing or related business role
- Pricing modeling, data regression modeling, statistics preferred
- Demonstrated success in modeling, price elasticity and coefficients
- Bachelor’s Degree; MBA preferred.
- B2B (multi-channel) experience preferred.

**WORK ENVIRONMENT/OTHER REQUIREMENTS:**

- Must be able to use normal office equipment (scanner, printer, copier, computer).
- Domestic travel
- 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.