

Job Description

Rauch Advisory Services in partnership with a leading Fortune 500, global manufacturing client, is searching for a Sr Pricing Manager. This manager is a senior-level manager that will be responsible for developing and implementing pricing strategies to optimize revenue and profitability. This role will lead a team of pricing analysts and collaborate closely with cross-functional teams to analyze market dynamics, competitive landscape, and customer insights.

What you'll do:

- Execute pricing strategy and framework, including product pricing, customer segmentation and pricing governance.
- Meet or exceed significant profit targets by developing positioning and pricing strategies in very close coordination with the sales, product management, marketing, and manufacturing business units.
- Lead integration of pricing analytics with existing platforms for sales organization to develop price recommendations within defined framework.
- Identify growth opportunities in key segments or with critical clients to deliver profitable revenue growth.
- Conduct competitor and market research to evaluate macro-level pricing competitiveness and lead proactive pricing strategies considering changing market conditions.
- Develop Analytics solutions to meet business needs, partly by capitalizing on emerging technologies and partly by adapting technologies to the needs of the customer.
- Works with Global IS COE colleagues and project sponsors/customers to determine the long-term application architecture and strategy.
- Performs other duties as needed.

What you have:

- Bachelor's degree in a related field preferred.
- 8-10 years of relevant experience OR equivalent combination of education and experience.
- 3-5 years of management experience.
- MBA preferred.

What you're good at:

- Emerging understanding of broader organizational context and goals.
- Focused on and responsible for their team's productivity and collective impact.
- Excellent communication, problem solving, and organizational skills.
- High level of integrity and discretion in handling sensitive and confidential data.
- Proficient using Microsoft Office Suite products.
- Performs other duties as needed.

Experience: 7 years +

Salary Range: Up to 140k

Work Arrangements: Hybrid (4/1)

Job Summary

Published : Feb 12, 2025

Employment Status : Full Time

Experience : Over 10 Years

Workplace : Hybrid

Salary : 140000.00