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# Example of Manager, Pricing Job Description

Our company is growing rapidly and is looking for a manager, pricing. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for manager, pricing

* Manage the promotional review process to assure messaging and offers are clear, offers are at the appropriate promotional depth while allowing for pricing flexibility where appropriate
* Manage the circular pricing recommendation process to maximize the effectiveness of offers
* Partner with BU Pricers and BU Merchants to determine what types of pricing / promotional strategies/messaging yields highest margin benefit through test & learn
* Partner with other marketing asset teams (Digital marketing assets, Local Store Ad, Savings Guide Pass Out, SYW, ) to assure marketing assets are aligned with pricing strategies
* Provide financial and progress reports to manager and Sr
* Perform data analysis to support ad hoc pricing projects
* Develop statistical reports for executive management using Regression (Linear, Nonlinear) to track/analyze results of various pricing decisions
* Lead and establish competitive benchmarking practices as required, with key insights into competitor pricing activities
* Operationalize the competitive price alignment processes with key merchants for their categories while achieving consistency in policy and guidelines governing pricing actions
* Anticipate and understand short and long-term competitive market trends to develop and implement pricing strategy for optimal gross margin

## Qualifications for manager, pricing

* High aptitude to learn quickly, building a team from the bottom up
* Ability to assimilate to new initiatives where the incumbent will provide critical thinking and problem solving on unknown or untested tasks
* Superior knowledge of Microsoft Office, most notably Excel
* Whilst the North Guarantee is a key offering in the company's overall product set, the product creates significant risks that need to be carefully managed
* A minimum of 8 years working experience with 3 years in leadership position
* Detail-oriented, sensitive to numbers