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# Example of Pricing & Commercial Job Description

Our company is growing rapidly and is hiring for a pricing & commercial. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for pricing & commercial

* Collaborate with Pricing Leads (AMS & US) to drive standardization and seek process efficiencies
* Manage adhoc pricing report requests
* Developing the strategy including new services and priorities for the team to meet the changing needs of business, its clients and the external market
* Represent the Commercial Support team as a member of the Clients and Markets senior leadership team and in the wider context of the whole firm participate in the development of the firms commercial strategy and to seen as the lead commercial expert
* Involvement in the engagement qualification process to assess the commercial attractiveness of projects
* For all opportunities over £2m, advising on the commercial arrangement (pricing, risk/reward and contingent fee arrangements, “added-value”, the commercial elements of the Ts and Cs), the strategies that might be deployed and how these might be successfully negotiated
* Engagement with senior partners, presenting options for commercial constructs on opportunities and ongoing relationships and providing commercially sound advice on pricing strategies and negotiation
* Participation in complex and challenging senior client discussions relating to commercial aspects such as scope change, over runs, invoices
* Providing advice on counter-sourcing techniques what to do if faced with a reverse auction and how to manage a “panel” short-listing process to maximise our advantage
* Helping develop and implement commercial strategies for major accounts

## Qualifications for pricing & commercial

* Review of revenue “leakage” on key accounts
* Supporting the enhancement of commercial awareness across the firm
* Embedding a culture of commercially astute deal and pricing structures through daily delivery of better deals
* Providing and developing innovative commercial and pricing structures
* Negotiation leadership for selected account teams
* Development of relationships as required with client procurement teams