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# Example of Pricing & Commercial Job Description

Our innovative and growing company is hiring for a pricing & commercial. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for pricing & commercial

* Liaise with internal functional groups including Product, Banking, Sales, Client Service, Implementations, Finance, and Operations to troubleshoot client issues
* Ensure our customer’s varying lead-times for price changes and data requirements are adhered to and implemented
* Define the pricing structure and disseminate prices for end-to-end products within your assigned geographical scope
* Conduct business-critical pricing analysis and modelling
* Stay on top of trends and gather relevant data, in close collaboration with key stakeholders globally
* Drive data-driven day-to-day
* Pricing & Reimbursement for existing and future portfolio of products managed by Sandoz Division
* BD&L Operations for out-licensing (partnerships) and potentially for in-licensing (products), including Launches coordination for execution with excellence
* Set up Pricing master data in Right Angle to be used by the Commercial Front Office
* Maintain crude oil and refined products prices in Right Angle from internal and external sources

## Qualifications for pricing & commercial

* A strong academic background - graduate degree or equivalent experience
* Professional qualification (CIPS is not required but an MBA or financial qualification would be advantageous) or equivalent experience
* Some client engagements may require extensive travel
* Deal scale – can support the largest / most complex
* Strategy and direction – develop and set strategy, communicate and deliver to strategy, input into wider firm strategy
* Work prioritisation – can set prioritisation for team, will make judgement calls about what to prioritise, realistically assess future team resourcing needs