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# Example of Pricing Senior Manager Job Description

Our company is looking for a pricing senior manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for pricing senior manager

* Help develop and implement new pricing strategies and business models
* Provide pricing/reimbursement support for global Market Access programs
* Strong proposal development skills, strategy development, solid negotiation background and excellent oral and written communication skills
* Communicate findings and recommendations effectively to the broader organization
* Develop pricing strategies based on quantitative data analysis and provide recommendations to secure key financial acceptance terms in negotiations, such as pricing terms, value exchange levers, and trade-offs
* Create compelling, merchant facing materials for client negotiations, which articulate and quantify the AXP value proposition
* Develop and regularly present to senior leaders on merchant pricing negotiation strategy, competitive rates, peer analyses
* Evaluate business cases for various merchant pricing scenarios, model P&L impacts, and perform sensitivity analysis to mitigate risk
* Contribute to ongoing partnerships with merchants by exhibiting knowledge of industry and merchant-specific opportunities and challenges
* Build relationships across GCG client management organization (CLM) that drive team accountability, ensure goal achievement, and facilitate business decisions

## Qualifications for pricing senior manager

* Ready for challenges and working under pressure situations
* Adhere to stringent customer timelines
* Retail, eCommerce, or CPG Direct to Consumer experience preferred
* Able to keep initiatives moving on time, on budget, and with attention to detail
* BA/BS in Economics, Computer Science, or other quantitative fields
* Bachelor’s degree with 16 years of relevant experience or equivalent combined education and experience