Downloaded from <https://www.velvetjobs.com/job-descriptions/pricing-strategy>

# Example of Pricing Strategy Job Description

Our innovative and growing company is looking for a pricing strategy. 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 strategy

* Directs and contributes to development and implementation of pricing strategy for new, in-line, and diversified products
* Oversees all contract administration activities of the Specialist responsible for administration of contract terms
* Collaborates with local colleagues (HECOR, Access, Policy & External Affairs, Marketing, Medical) and global colleagues (Global Pricing, Global Marketing and GMAx) to develop pricing strategies that will create a strong value proposition for Canadian payers
* Collaborates with Key Account Managers to execute negotiations strategy and execution of contract terms
* Support process improvement in all pricing and sales processes
* Analyze business and partner insights to optimize monetization and growth
* Support the Leader, Global Alliances Strategy & Pricing to help drive various pricing strategies, including standardization of complex pricing constructs and product packaging recommendations
* Help define research and structured approach to assess meaningful new market opportunities
* Provide research and analysis support for other strategic initiatives such as pricing studies, market evaluations, and competitive assessments
* Assist SVP of Sales & Business Operations in developing institutional HTS workflows, protocols, and procedures

## Qualifications for pricing strategy

* Minimum of 4-7 years of experience managing pricing, strategy planning & marketing strategy
* The successful candidate must possess proven strategic, analytical and implementation skills
* An undergraduate degree in a technical or business discipline is required
* He/She should be team player, self-motivated, ability to get work done in deadline with good communication skills
* Working knowledge of Vendavo pricing software is preferred
* Provide pricing analysis to support price adjustment of key products, including providing analysis of influencing factors on price, pricing policy, reimbursement, competitor situation