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# Example of Strategic Pricing Manager Job Description

Our company is looking for a strategic pricing manager. 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 strategic pricing manager

* Collaborates with business development / program management to manage the aftermarket forecasting model and analysis in alignment with the Strategic Plan
* Provide leadership oversight to ensure timely and accurate creation of aftermarket analyses to drive understanding of customer needs, buying behaviors, , in order to meet Interiors sales and EBIT expectations
* Conducts in-depth analyses into aftermarket trends to identify and define current and long-term aftermarket plays
* Leads aftermarket-related analysis of proposal activity
* Provides Central Aftermarket team data, presentations, and support in preparation for OMM, Aftermarket Council, Retrofit Days, and other initiatives
* Manages personnel actions including recruitment, performance reviews, salary recommendations, employee relations and coordination of training and development
* Leverage UTAS performance management tool to drive team performance, professional growth and support
* Take part in the implementation of the Vendavo and enhancements of customer / program performance dashboards within accessory systems
* Monitor gross to net for materials, customers and pricing activities as technology and data allow
* Determine Applicable Price Points For New & Existing Products To Maximize Profitable Growth

## Qualifications for strategic pricing manager

* Verse in traditional transactional business models in annuity and service driven business models
* Expert in advanced Powerpoint, Word and Excel skills and managing/analyzing large quantities of data
* Prior consultancy or project management experience
* Enjoy fast paced environments including tight turnarounds and juggling multiple high priorities
* Excellent project management skills and the ability to shift priorities and respond to urgent requests
* MBA or other business qualification preferred