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# Example of Strategic Pricing Job Description

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

## Responsibilities for strategic pricing

* Lead strategic pricing efforts
* Assume ownership of the price model, price volume and other pricing deliverables for assigned bids
* Determine optimal price points for bid and conduct price-to-win analysis
* Assess competitor bid position and price strategy
* Coordinate directly with Prime, Subcontractor or other teammates in support of bid efforts
* Provide financial and analytical analysis for capture rate and profitability
* Collect competitive intelligence through multiple open source techniques and statistical modeling
* Utilize and enhance internal price models
* Remain current on pricing trends and Government regulations
* Analyze market trends and customer spending data

## Qualifications for strategic pricing

* Present cost/price strategies to senior leadership
* 2 years supporting price-to-win and/or competitive intelligence experience
* Ability to present pricing narrative to senior management
* Exposure to DOD, DHS and DOS contract bids
* Strong organizational, project management, communication skills
* Ability to obtain and hold US Security Clearance