



Example of Business Unit Director Job Description

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Our company is growing rapidly and is hiring for a business unit director. 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 business unit director

- Manages and improve price optimization analytics to identify and capitalize sales and margin opportunities
- Oversee and execute competitive price checking process
- Lead and establish benchmarking practices for SHC, with key insights into our competitors' pricing activities
- Anticipates and understands short and long-term competitive market trends
- Establish the methodology and plan for ongoing set of pricing tests, including the scale, depth and frequency of competitive shopping
- Operationalize processes with key merchants for their categories while achieving consistency in policy and guidelines governing pricing actions
- Drives the process to review impact and effectiveness of pricing implementation with other groups to ensure consistent execution of pricing policy and to identify gross margin opportunities
- Conceptualizes how new business processes can better support the retailer's business environment and pricing needs
- Full global responsibility for a customer or group of customers Profit & Loss (P&L) statement (multi-site responsibility)
- Responsible for the Request for Proposal (RFP) process for assigned customer accounts

Qualifications for business unit director

- Ability to communicate clearly and concisely, verbal and written a necessity
- Excellent interpersonal skills and strong team player a necessity
- Good commercial instincts a necessity
- Being a self-starter a necessity
- Must have experience in Financial Services industry, particularly Retirement