



# Example of Senior Manager Pricing Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our company is growing rapidly and is looking for a senior manager pricing. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for senior manager pricing

- Develop timely rating recommendations, complete with financial, customer, and product impacts
- Ensure that rating recommendations effectively reflect product strategy and tactics related to pricing, bundling, positioning, product lifecycle, placement, promotion, partnerships, financial targets (both revenue and EBITDA), channel compensation recommendations and service guidelines
- Provide customer deal criteria/standards
- Provide pricing and contract support and advice to teams on specific Enterprise and TBS opportunities as required
- Approve or deny requests for pricing beyond the provided guidelines
- Provide specific pricing review and recommendations on Sales escalations of opportunities handled by the Regional Solution and Proposal House teams
- Understand the costing service elements, methodologies and tools for to Standard Business Solutions Marketing products and initiate requests for improvements and review of costing to improve margins in rating of services
- Provide competitive and pricing strategy impacts into the development of financial outlooks and budgeting as required
- Collaborate with Product Management, other Channels (Enterprise, SBS, TBS, PS) to better understand market/competition and maintain awareness of respective offers and initiatives
- Work to develop and enhance competitive tracking processes and databases

## Qualifications for senior manager pricing

- Excellent PC skills, including Microsoft Excel, PowerPoint & Word, and advanced knowledge of datamining programs, SAS
- Lead tax audit defense for both U.S. and foreign entities, which includes developing strategic responses to IDRs in a timely and concise manner, reviewing and analyzing government positions to provide strategic defense options to TP leadership, and developing and proposing strategies to reach resolution with the tax authorities
- Lead, manage and train the transfer pricing team based in Houston
- Lead large scale cross-functional projects that are strategic for the company, establishing strong relationships with senior level executives in Treasury, Legal, Finance, Operations
- Bachelor's Degree in Economics, Finance, or Accounting or a Master's degree in business
- Minimum of ten years' experience in economics, federal or international tax, or finance