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**Pricing Manager / Business Analyst**

**Essential duties and responsibilities**

The Global Product Pricing Manager is responsible for overall price leadership and product price development & maintenance. This includes understanding the products and their applications, staying current on customers and market trends, performing customer and product analysis, and optimizing book prices to maximize sales and margins. This position works closely with Business Develop Managers, Quoting, Sourcing, Operations, and Engineering in developing price strategies & structures to support the financial objectives of business.

This function reports to the Vice President of Sales & Supply Management.

\* Manage Product Pricing, define strategies & goals and develop and track key performance metrics

\* Responsible to prioritize and respond to the following types of transactional price requests:

\* General quote requests where standard pricing does not exist

\* Large customer RFQ's or bids working closely with Sales & Quoting

\* Long-term agreement requests involving negotiated pricing and terms & conditions

\* Special price requests typically driven by a competitive situation

\* Standard product options where non-standard product quotes are requested

\* Monitor the effectiveness of channel pricing and other special pricing (rebates, MOQs, volume based discounts, etc)

\* Work closely with Management to provide analytical support and analysis in making price change recommendations related to product life cycle, product segmentation, or cost changes

\* Coordinate the development of global price & margin guidelines for existing product lines

\* Review low margin products and identify other price opportunities to maximize profitability

\* Recommend and implement annual price adjustments using a product or market segmentation methodology and impact analysis to model the future impact on sales & margins

\* Perform margin and price analysis to support key Business Unit initiatives as required

\* Perform detailed analysis on lost opportunities and recommend corrective actions or strategic pivots

**Requirements:**

\* Minimum Bachelor's degree; Business, Marketing, Finance, Economics, Business

\* 5-10 years of applicable experience

\* Experience in pricing products across life cycle stages

\* General understanding of complex bid/RFQ processes

\* Knowledge of business and financial aspects in making price decisions

\* Strong manufacturing experience, wire and connectivity experience a plus

\* Proven analytical skills in working with product, customer, and pricing data

\* Self-motivated and creative with ability to proactively drive business improvements

\* Proven ability to collaborate with multiple functions with strong ability to build relationships and credibility quickly across functions and levels within the Business

**COMPETENCIES**

Managing and Measuring Work

Motivating Others

Building Effective Teams

Values: Integrity, Accountability,Teamwork, Innovation

Note: The above statements are intended to describe the general nature and level of work being performed and the competencies required by persons assigned to this job. They are not an exhaustive list of all duties, responsibilities, knowledge, skills, abilities, and working conditions associated with this job. This job description is not an employment contract and NAI reserves the right to change this description at any time.