**POSITION SUMMARY:**

**Pricing Manager**

As a key member of the Commercial Team, this individual will have a wide range of responsibilities including the following: Employee will oversee the pricing needs of the organization. They identify the best pricing schemes for the company's product or service offerings by analyzing industry trends and current events. They study the target market and their spending behavior. They also work with other departments, such as the procurement/production to verify material costs and labor used or any additional operational costs such as freight. Once data is consolidated, they will determine the best pricing for the various product offerings.

- Manage two direct reports
- Become fully immersed in the mechanics of customer quotes; both distribution and direct accounts
- Obtain monthly raw material pricing to ensure we are using up to date costs
- Build a pricing strategy that optimizes our plant utilization and creates market based opportunity pricing
- Build a competitive database of historical quotes for comparison and onboarding new customers
- Oversee monthly resin pass through process
- Lead multiple pricing actions where pricing increases/decreases are applied at a SKU level as opposed to a category level

- Compile and analyze customer feedback and drive high value features into the product roadmap
- Identify and develop KPI’s to measure, monitor and report performance and develop plans to course correct where necessary
- Develop pricing strategies in-line with revenue management principles to get optimal revenue performance
- Develop and implement pricing monitoring and portfolio management tools to drive performance of offerings
- Lead collaboration with business partners to drive improved performance of sales and profit metrics

**REQUIREMENTS:**

We are seeking a high-potential individual for this opportunity with the desire and ability to advance within the organization. Requirements include the following:

- BA/BS degree in Business, Marketing, Accounting or a related discipline. MBA is a plus
- Prior experience with plastic unit packaging pricing, and a working knowledge of strategy beyond pricing mechanics
- Proven communication skills, both verbal and written with the ability to effectively compose, write, edit and proofread business correspondence, contracts, proposals and management reports
- Complete understanding of the Microsoft Office software (Word, Excel, PowerPoint, Outlook and Access). Advanced skills in Excel (Pivot tables, Lookup functions, Macros, etc.) preferred.
- Ability to effectively use analytical or theoretical approaches to problem solving
- Well organized and detail oriented with outstanding time management skills
- Effective oral and written communication skills as well as proven presentation skills
- Self-motivated and eager to take the initiative; with the ability to work effectively in a team setting and as an individual
- This role has a high partnership requirement to work with the sales team, gaining trust and understand of pricing decisions and education of the team surrounding decisions