

Tactical Pricing Manager (m/f/divers)

Your tasks

The Tactical Pricing Manager takes care of pricing and cost management of existing business as well as new launches. Ensuring sustainable growth and profitable business by driving all relevant pricing activities with our internal stakeholders. Supporting business model definitions and business case evaluations in close cooperation with sales, advanced development & strategic product management.

- Preparation of competition pricing analysis and monitor market pricing activities
- Identify and initiate pricing/margin improvement opportunities
- Track and follow-up on won and lost quotes (creating a market price map and gap analysis)
- Prepare impact analysis after cost/price changes (e.g. raw material adaptations)
- Track key product cost developments and alert sales/engineering team to start countermeasures
- Have close collaboration with product management and sales
- Creation of customer individual and market price list concepts (including bonus and discount structures)
- Identify and implement market, customer or product opportunities and programs that drive strategic, sustainable profitable growth
- Support Business Management to develop individual pricing strategies (e.g. product launch, project pricing, discount structure)
- Establish, roll-out and maintain a globally harmonized price calculation tool, valid for all locations
- Define frameworks, hurdles and regulations for pricing management tools (e.g. PowerBi dashboard)



Job ID
REF79579H

Field of work
Marketing and Sales

Location
Szeged

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
ContiTech Rubber Industrial Kft.

Your profile

- Academic degree in economics, Economical Engineering, Engineering, Business Administration or similar field
- Several years of professional experience in a B2B environment in at least one of the following functional areas: Product Management, Sales, Marketing or Product Development
- Knowledge about BA relevant business and market environment
- Knowledge about BA relevant pricing processes
- General Management understanding, business / financial acumen
- Theoretical and practical experience in pricing, contracts and claims
- Analytic, complex Project management capabilities, moderation and presentation techniques.
- Excellent multicultural communication and networking skills
- Fluent English language skills in spoken and written form

Applications from severely handicapped people are welcome.

Our offer

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more.](#)

Ready to drive with Continental? Take the first step and fill in the online application.

About us

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.