

## Pricing Specialist

### Your tasks

**Purpose:** Manage and maintain a systematic and consistent pricing process applicable across all customers. Optimize effectiveness of overall pricing and sales programs between distribution channels for PLT and TT (Passenger & Light Truck, Truck, Digital Solutions, Retread and CST). The pricing program administration/coordination in SAP and other Conti systems. Business analysis and understanding for support in the process of the pricing strategy.

### Main responsibilities:

Analyze and track the market, identify opportunities, trends and develop recommendations to maximize overall profitability for all tire product lines.

Implement a competitive price intelligence process to monitor relative price positions, aligned with finance and sales based on strategy and revenue.

Update data base for business strategy with head of market and marketing manager.

Develop, maintenance & implementation of tools, processes to be utilized in support of consultative selling, good communication and support to sales team.

Generate & execute Pricing Deep Dive & important updates to keep track of market, sales force, product insights to reach the correct competitiveness.

Develop and implement tools to track Sell In to Sell Out to generate the correct insights for Dealers margins.

CRA analysis & authorizations as well as correct price setting in SAP.

Ensure that all price conditions, programs are properly entered, maintained & updated within SAP and other Continental systems.

Manage & evaluate discounts and conditions of each distributor in SAP maintaining pricing congruence.

Participation different departments with market, pricing and economic factors for Budget and Forecast.

Develop pricing strategies and models, understand contract negotiations and bids as well as proposal development.

Implementation of a competitive price intelligence corridor and process to monitor relative price positions.

Implementation of competitive promotions for TT channels.

Internal audit for all Pricing module, make sure that all commercial conditions are set properly for customers and channels an track and solve issues regarding uploads for pricing conditions or special authorizations.

### Your profile

Bachelors degree: Administration and business management, Finance, Engineering, Economy, Mathematics or related fields.



Job ID  
**REF81824A**

Field of work  
**Marketing and Sales**

Location  
**Ciudad de México**

Leadership level  
**Leading Self**

Job flexibility  
**Hybrid Job**

Contact  
**AZAEI TERRONES**

Legal Entity  
**Continental Tire de México, S. de R.L. de C.V.**

Advanced English level.

3-5 years experience in data analytics.

Knowledge of tools, techniques and processes for gathering data and understanding requirements, and conducting an analysis on it such as Pricing Strategy, Price Setting and Price execution

Software: Microsoft Excel Advanced,

Desirable: SAP, Power Query, Power Pivot, Power BI

Main soft skills: Quality Orientation, Planning & Organizing, Ownership, Collaborating, Problem Solving.

## **Our offer**

Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-AT1At

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.