

Pricing Specialist

Descrição da função

HOW YOU WILL MAKE AN IMPACT

SG10

The Pricing Specialist is responsible for developing, implementing, and managing pricing strategies that optimize market competitiveness and profitability. The Pricing Specialist compiles information from internal and external sources for price analysis, obtains data including but not limited to sales, industry and competition for market research to recommend pricing strategy and model to ensure the price competitiveness. Prepares reports, charts and graph of findings on pricing analysis. Implement defined and approved price strategy and maintain pricing system.

More specifically:

- Analyze the market trends, competitor pricing, and customer behavior to define pricing strategies. Develop and maintain pricing models and tools to support decision-making. Collaborate with sales, marketing, finance, and product teams to align pricing strategies with business strategic goals.
- Implement price strategy by communication to stakeholders and maintain pricing system. Be responsible for pricing-related SAP maintenance.
- Assist in the administration of the MAP (Minimum Advertised Price) initiative to include but not limited to data review, policy adherence and communication updates.
- Responsible for the preliminary pricing analysis for all new passenger tire business plans / TLA's as well as line extensions. Support the Product Planning team by providing updated pricing analyses and key competitors' market/pricing development throughout various phases of the business plan.
- Provide backup support on the monthly OEA program, to include creation, maintenance and problem solving.
- Provide analytical support and assistance to Sales for new business opportunity.

This is an open position and the use of AI is not used in the selection process. The starting salary for this opportunity ranges from \$72,000 to \$84,000, and can vary depending upon experience.

Requisitos

WHAT YOU BRING TO THE ROLE

- Bachelors degree or Equivalent plus 2+ years related professional



Identificação da vaga
REF88558V

Área funcional
Marketing and Sales

Local
Mississauga

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Tire Canada, Inc.

experience OR 4+ years or more if no Bachelors Degree

- Demonstrated experience and skills in Sales and Marketing. Select and use the sales tools during process. Ability to identify need and/or opportunities and present solutions/options.
- Knowledge of the pricing methodology and market research practices.
- Proficient with Microsoft programs: able to fill and modify templates and tables, charts and use various format functions.
- Problem Solving and Analytical Skills to compile data and generate market research reports.
- Strong communication and presentation skills.
- Works well independently and with others in a collaborative manner.
- Legal authorization to work in Canada is required.

ADDITIONAL WAYS TO STAND OUT

- Tire Industry Experience
- Masters Degree
- 5+ years related experience

O que oferecemos

THE PERKS

- Competitive wages and bonus
- Comprehensive benefit package for self and family
- RSP contribution
- Flexible work environment

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Quem somos

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 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.

Are you ready to shape the future with us?