

Tactical Pricing Manager

Descrição da função

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.

- Responsibility area: Automotive Aftermarket
- Preparation of competition pricing analysis and monitor market pricing activities
- Identify and initiate pricing/margin improvement opportunities (tracks profitability development)
- 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
- Coordination with Sales, Product Management and Marketing to execute pricing strategy
- 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)
- Set the strategic direction for regional pricing improvement initiatives, taking into account market and customer reaction
- Define and implements frameworks (pricing guidelines) hurdles and regulations for pricing management tools (e.g. PowerBi dashboard)

Requisitos

- 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



Identificação da vaga
REF88824H

Área funcional
Marketing and Sales

Local
Timișoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Thermopol Romania S.R.L.

- German skills desirable

O que oferecemos

- **What We Offer:**
- A supportive learning environment with opportunities for growth and development.
- Hands-on experience with industry-leading HR systems.
- Mentorship from experienced professionals.
- Flexible working hours to accommodate your academic schedule.
- **The 13th salary** – Paid once a year, in December;
- **Meal tickets** - With a value of 40 Ron;
- **Private Health Insurance** – Health is the most important, so we offer you a medical subscription through Signal Iduna;
- **Referral bonuses** - We encourage colleagues to refer new candidates to us and, at the same time, to get the chance to receive a bonus;
- **Bookster** – Feed your body and your mind. You can borrow books and you'll receive them at the office;
- **Sports benefits**- It's important to stay active, so we offer you the 7Card;
- **Discounts at our partners** – We collaborate with different vendors, and we receive discounts for various products/ services like rubbers, restaurants, kindergartens, etc;
- **System for Rewarding Improvement Ideas** – We have an internal improvement program (Continental Idea Management) that allows you to come up with ideas and to be honored with an attractive bonus (this is established by the CIM team according to your improvement idea);
- **Happy days** – If you or your child is getting married, or you become a parent, you receive some extra free days;
- **Life events celebration** - If your family is growing, we praise your newborn with a bonus;
- **Unfortunate events** - In case of unhappy events in your life, we support you by offering you free days and financial support (handled on a case-by-case basis);
- **Extra vacation days** – You begin with 22 vacation days/year, and starting with the 3rd year with us, we offer you 1 more day of vacation and, afterward from 2 to 2 years you'll get one more extra day (the maximum you can achieve is 27);
- **Transport from the Timisoara area** – You can choose to come with the bus provided by the company if you'll work from the plant location/office;
- **Professional development** - Many opportunities to develop yourself within the company;
- **Diversity and multicultural mindset** - We encourage you to join us no matter who, where, or what you are. We have colleagues from different nations and a variety of languages are spoken in our company.

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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 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.