

Business Intelligence and Pricing Manager

Your tasks

THE POSITION

SG 11/12

We are looking for a strategic-minded data professional to provide leadership in Business Intelligence (BI) and Pricing strategies within our Marketing team. The successful candidate will shape decision-making processes, drive pricing initiatives aligned with market insights and brand positioning, and act as a crucial connector among Sales, Finance, and other key Continental groups, including the Americas & Europe Pricing & BI teams.

KEY RESPONSIBILITIES

Pricing Strategy and Implementation

- Develop and execute robust pricing strategies and guidelines informed by comprehensive market and competitive analysis.
- Oversee migration and integration of pricing systems from legacy SQL databases to SAP, implementing dynamic pricing frameworks aligned with critical business KPIs (forecast accuracy, inventory levels, MAP compliance, growth milestones).
- Establish and manage detailed pricing conditions in SAP, including discounts, rebate programs, action codes, and net price exclusions, ensuring pricing accuracy and profitability.
- Utilize Product Hierarchies and Customer Group structures within SAP to streamline and optimize pricing across more than 1,500 product articles.

Business Intelligence and Analytics

- Define, structure, and lead the BI processes specific to the Racing Segment including racetrack analysis, racing reports analysis, and import tracking.
- Develop and manage sophisticated ETL pipelines and interactive BI dashboards utilizing advanced analytics tools (Python, PowerQuery, PowerPivot, Power BI, KNIME, Tableau), consolidating diverse data sets (approximately 750,000 entries from around 600 racetracks) for executive-level decision-making.
- Conduct deep-dive competitive pricing analyses to inform strategic pricing adjustments and successful new product launches.

Process Optimization and Automation

- Implement and manage Minimum Advertised Pricing (MAP) policies, significantly reducing channel conflicts and ensuring consistent pricing compliance across customer segments.



Job ID
REF90484S

Field of work
Marketing and Sales

Location
Lakeville

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Hoosier Racing Tire Corp.

- Leverage Robotic Process Automation (RPA) solutions, specifically Power Automate, to automate daily report generation and pricing updates, drastically reducing turnaround time and accelerating critical pricing decisions.

Inventory and Yield Optimization

- Design and manage strategic pricing solutions targeting slow-moving inventory and legacy DOT tires, optimizing value recovery and reducing waste through collaborative sales-channel engagement.

Cross-functional Collaboration and Communication

- Collaborate closely with Sales Managers, Finance, and other internal stakeholders, providing insightful analysis to guide informed pricing and business decisions.
- Define and oversee communication strategies for BI and Pricing initiatives, ensuring alignment with overall corporate communication goals.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree
- 5+ years experience of analytical and problem-solving experience
- Experience utilizing advanced software solutions [i.e. Power BI, PowerQuery, Python, etc.] for data extraction, transformation, and presentation
- Advanced Excel skills with ability to create complex pivot tables including PowerPivot, charts, and work with advanced formulas
- Strong decision-making skills
- Affinity for numbers and intellectual curiosity
- Continental is able to offer relocation assistance for this opportunity.
- Ability and willingness to analyze, support, and present proposals to Executive Management
- Legal Authorization to work in the US is required. Continental will only sponsor current internal employees for employment visas now or in the future for this job opening.

ADDITIONAL WAYS TO STAND OUT

- Master's Degree
- 7+ years experience of analytical and problem-solving experience

Our offer

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive Bonus Programs
- Employees 401k Match

- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid Work
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

EEO-Statement:

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to Careers@conti-na.com or contact US Recruiting at 800-821-2727. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

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

About us

Company Description

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 2023, Continental generated preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental delivers top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2023, the Tires group sector generated

sales of 14 billion euros. Continental's tire sector employs more than 56,000 people worldwide and has 20 production and 16 development sites. Are you ready to shape the future with us?

Hoosier Racing Tire, the largest race tire manufacturer in the world, has continually promoted passion, pride, and success in the racing industry since 1957. Based in Plymouth, Ind. their state-of-the-art facility, including a fully integrated technology and R&D center, is solely dedicated to engineering, designing, supporting, and manufacturing the over 1,000 different types of racing and high-performance tires currently produced. Instilled with the heritage of champions, Hoosier utilizes a model sales and distribution network to deliver winning results globally. Hoosier Racing Tire is a 100% subsidiary of Continental AG.

Our Lakeville, IN location is seeking a Business Manager to join our team. This position is ideal for a highly motivated, detail-oriented individual with excellent communication skills. The role follows a hybrid work model, with the option to work remotely up to 8 days per month.

Are you ready to shape the future with us?