

Pricing and Business Intelligence Manager

Your tasks

THE POSITION

SG 11/12

We are looking for a commercially minded Pricing professional with strong analytical skills to lead Pricing and Business Intelligence for our Racing segment within the Marketing team.

This is a pricing-led role, with Business Intelligence serving as a key enabler and support function. It is not a pure data science or data engineering role. The successful candidate will own day to day pricing decisions, collaborate closely with Sales and Finance, and use BI tools to turn data into clear commercial actions. The role is a key connector to Sales, Product, Finance, and other Continental groups, including the Americas and Europe Pricing and BI teams.

KEY RESPONSIBILITIES

Pricing Strategy and Implementation

- Own the pricing strategy and day to day execution for the Racing segment, including price lists, discounts, rebates, and customer specific conditions.
- Develop and maintain pricing guidelines informed by market, competitive, and profitability analysis.
- Oversee migration and integration of pricing from legacy tools into SAP pricing modules, setting and maintaining pricing conditions, rebate programs, action codes, and net price exclusions.
- Utilize Product Hierarchies and Customer Group structures within SAP to optimize pricing across more than 1,500 product articles.
- Serve as the primary point of contact for Sales and Product Management on pricing questions, exceptions, and deal structures.

Business Intelligence and Analytics

- Define and lead BI activities that directly support pricing, sales performance, and racetrack / racing trends analysis.
- Build and maintain pricing and sales dashboards and reports using tools such as Power BI, PowerQuery, and advanced Excel, consolidating data for executive and sales decision making.
- Conduct competitive and customer profitability analyses to support



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.

price changes, product launches, and channel strategy.

Process Optimization and Automation

- Implement and manage Minimum Advertised Pricing (MAP) policies, reducing channel conflict and driving consistent pricing compliance across customers.
- Use automation tools such as Power Automate, to streamline recurring reporting and pricing updates and to reduce turnaround time on key pricing decisions.

Inventory Optimization

- Design and execute pricing actions for slow moving inventory and legacy DOT tires, balancing value recovery with channel and brand considerations.
- Collaborate with Sales Channel and Product Managers to create targeted programs that support inventory health while protecting price integrity.

Cross-functional Collaboration and Communication

- Work closely with Sales Channel and Product Managers, Finance, Supply Chain, and other internal stakeholders to ensure pricing is aligned with volume, margin, and inventory goals.
- Present clear, concise pricing proposals and BI insights to Executive Management and other leadership groups.
- Communicate changes to pricing policies, guidelines, and tools effectively across the organization.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree
- 5+ years of experience in Pricing, Finance and Controlling, Sales and Operations, or a closely related commercial role.
- Advanced Excel skills including complex pivot tables, PowerPivot, charts, and advanced formulas.
- Experience with BI tools such as Power BI and PowerQuery to support pricing and sales decision making.
- Experience with ERP or pricing systems, SAP strongly preferred.
- Strong communication skills and comfort presenting recommendations to Executive Management.
- Strong decision making skills, affinity for numbers, and intellectual curiosity.
- Continental is able to offer relocation assistance for this opportunity.
- 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 of analytical and problem solving experience in a commercial pricing or revenue management context.
- Experience with additional analytics or automation tools (for example Python, KNIME, Tableau, Power Automate) used to support commercial decisions.
- Experience in motorsports.

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

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?