

Pricing Specialist

Responsabilități

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.

Cerințe

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



Job ID
REF90649D

ID poziție
Marketing & Vânzări

Domeniul de activitate
Ciudad de México

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
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.

Oferta noastră

En Continental estamos comprometidos con la construcción de un ecosistema incluyente y libre de discriminación en México, estos principios se encuentran asentados en nuestra filosofía y cultura corporativa. Por lo cual, queda totalmente prohibido solicitar prueba de embarazo o VIH comparte de nuestros procesos de selección. #LI-AT1At

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

Despre noi

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.