

Tactical Pricing Analyst - REF88824H

Descrição da função

The Tactical Pricing Analyst 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
REF91227G

Área funcional
Marketing and Sales

Local
Budapest

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Rubber Industrial Kft.

- German skills desirable

O que oferecemos

Employment contract: Fix term for 1 year

We want our employees to do well with us. That's why we offer them not only an exciting job in an international technology group, but also numerous additional offers such as flexible and hybrid working, sabbaticals and other benefits.

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

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

Guided by the vision of being the customer's first choice for material-driven solutions, the ContiTech group sector focuses on development competence and material expertise for products and systems made of rubber, plastics, metal, and fabrics. These can also be equipped with electronic components in order to optimize them functionally for individual services. ContiTech's industrial growth areas are primarily in the areas of energy, agriculture, construction, and surfaces. In addition, ContiTech serves the automotive and transportation industries as well as rail transport.