

Tactical Pricing Specialist - CTBC

Descrição da função

Key Objective:

Manage pricing and cost strategies for existing business and new product launches to ensure sustainable growth and profitability. Collaborate with internal stakeholders to define business models and evaluate business cases.

Main Responsibilities:

- **Strategy Support:**
 - Support and execution for BA pricing strategy in cooperation and alignment with segments and central functions (sales prices, discount strategies, special requests/projects)
 - Support (start, accompany, track) the deployment of the pricing Strategy
- **Pricing Management:**
 - Establish, roll-out and maintain a globally harmonized price calculation tool, valid for all locations
 - Preparation of competition pricing analysis and monitor market pricing activities
 - Identify and initiate pricing/margin improvement opportunities
 - 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
 - Establish retrospective cost/margin analysis vs. quoted assumptions
 - 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)
 - Define frameworks, hurdles and regulations for pricing management tools
- **Collaboration:**
 - Work closely with Sales, Product Development, Legal, Controlling and external strategic partners.

Requisitos

Education:

Bachelor's or Master's degree in Economics, Business Administration, Engineering, or related fields.

Experience:



Identificação da vaga
REF91236B

Área funcional
Finance and Controlling

Local
Timișoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Thermopol Romania S.R.L.

- Minimum 3+ years in B2B environment in Product Management, Sales, Marketing, or Product Development.
- Proven experience in pricing across different markets.
- Exposure to operational business processes (sales, purchasing, quality, operations).
- International/intercultural experience; fluent in English.

Skills & Competencies:

- Advanced knowledge of pricing processes and tools (e.g., DIVA).
- Strong analytical skills and multi-project management.
- Business/financial acumen.
- Presentation and moderation techniques.
- Intercultural competence.
- Expert in MS Office and pricing software.
- Language: Business fluent English; German is a very big plus

O que oferecemos

What We Offer

- **Supportive Learning Environment:** Opportunities for continuous growth and development.
- **Practical Experience:** Hands-on exposure to industry-leading HR systems.
- **Mentorship:** Guidance from experienced professionals to accelerate your career.
- **Flexible Schedule:** Working hours adapted to your academic commitments.
- **Competitive Benefits Package:**
 - 13th salary
 - Meal vouchers
 - **Private Health Insurance:** Comprehensive medical coverage through Signal Iduna.
 - **Referral Bonus Program:** Recommend candidates and earn rewards.
 - **Bookster Access:** Borrow books delivered directly to the office.
 - **Sports Benefits:** Stay active with 7Card membership.
 - **Exclusive Discounts:** Enjoy special offers from partner vendors (restaurants, kindergartens, etc.).
 - **Idea Reward System:** Share improvement ideas via Continental Idea Management and receive bonuses.
- **Work-Life Balance & Special Occasions:**
 - Extra paid days for life events (weddings, childbirth).
 - Financial and time-off support during unfortunate events.
- **Vacation Policy:**
 - Start with 22 days/year, increasing gradually up to 29 days based on tenure.
- **Professional Development:** Numerous opportunities for career advancement within the company.
- **Inclusive Culture:** A diverse, multicultural environment welcoming all backgrounds.

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.