Senior Pricing Analyst

Your tasks

KEY RESPONSIBILITIES:

- Collect, organize, and analyze competitor and market pricing data across more than 10 countries in South America (Argentina, Uruguay, Paraguay, Chile, Bolivia, Peru, and Venezuela) + Central America.
- Conduct ongoing market research to monitor pricing trends, customer behavior, and competitor activities, providing insights to support strategic pricing decisions.
- Develop, implement, and continuously improve pricing models and methodologies to maximize revenue and profitability.
- Define and adjust pricing strategies based on market dynamics, cost structures, and the competitive landscape.
- Prepare financial analyses and reports to evaluate the impact of price changes on margins and overall business performance.
- Partner closely with Sales, Marketing, Finance, and Operations to ensure alignment and effective execution of pricing strategies.
- Prepare and communicate clear, transparent, and well-structured pricing information across the organization.
- Use analytical tools such as Excel, Power BI, or similar platforms to generate actionable insights and recommendations.
- Monitor and report key pricing KPIs, identifying opportunities for optimization and continuous improvement.
- Maintain and update a comprehensive database of competitor pricing and market intelligence.
- Ensure all pricing activities comply with corporate policies, legal requirements, and ethical standards.
- Support pricing strategy reviews, brand positioning initiatives, and portfolio optimization efforts.

REQUIRED KNOWLEDGE:

- Deep expertise in strategic pricing, with the ability to design, adapt, and optimize pricing structures across diverse and complex market environments.
- Strong capability to innovate and implement advanced pricing methodologies, including price elasticity analysis, customer and market segmentation, and dynamic pricing strategies.
- Solid understanding of financial and economic models and their direct impact on pricing decisions and business performance.
- Advanced proficiency in data analysis techniques and analytical tools such as Excel, Power BI, and statistical or modeling applications.
- Proven experience serving as a trusted internal pricing advisor to senior leadership and key stakeholders.
- Demonstrated ability to lead complex, cross-functional initiatives and provide strategic direction on pricing projects.
- Recognized thought leadership in pricing, with the ability to influence decision-making and shape the organization's long-term pricing

Job ID
REF92437J

Location
Jundiaí

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental do Brasil Produtos Automotivos Ltda.

vision.

Your profile

QUALIFICATIONS:

- Bachelor’s degree in Business Administration, Economics, Engineering, or a related field.
- Minimum of five years of professional experience in Pricing, Finance, Commercial Planning, or similar analytical or commercial roles.
- Strong analytical mindset with proven experience in data modeling and financial analysis.
- Advanced proficiency in Excel, Power BI, and other data analysis or visualization tools.
- Advanced English proficiency and fluent Spanish, with the ability to communicate effectively in a multicultural, regional environment.

Our offer

The successful candidate will be skilled at building strong relationships across various hierarchical levels and able to effectively lead and execute pricing strategies. They will be responsible for driving quick and efficient pricing actions while ensuring the proper execution of pricing strategies.

In addition, this role involves leading price surveys and developing and maintaining analytical reports in the department dashboards to support decision-making. A strong background in market research, proficiency in mathematics, and an ability to identify market opportunities and trends are crucial skills for this position.

Hybrid work: home office 2 days a week.

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

About us

About Continental:

Continental develops pioneering technologies and services for the sustainable and connected mobility of people and their goods. Founded in 1871, the technology company provides safe, efficient, smart and affordable solutions for vehicles, machinery, traffic and transportation. In 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. With its premium portfolio of the division of cars, trucks, buses, two-wheelers and special tires, the Tires sector of the group provides innovative solutions in the area of tire technology. Smart products and services related to tires and the promotion of sustainability complete the product portfolio. For specialized dealers and fleet managers, the Tires sector offers digital tire monitoring and management systems, in addition to other services, with the objective of guaranteeing the operation of fleets and increasing their efficiency. With the supplied tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.

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