

## Pricing Intern

### Your tasks

- Work with the Marketing department to determine relative product value and then work with the Commercial Sales department to capture that value.
- Understanding of brand positioning and PLM
- Knowledge of product portfolio: recognition of differentiation by product
- Respond to transactional price requests. Responses need to be consistent with established profitability goals and market levels.
- Work closely with stakeholders of the pricing process to determine:
  - Spec to quote
  - Competitive landscape
  - Margin Requirements
  - Various Commercial elements (value pricing, internal conflict, lead times, costs..etc.)
  - Participate in periodic audit reviews for margin, SAP accuracy, customer facing materials
- Partner with Sales and Customer Service to receive requests for price/rebate
- Execute decisions based on the strategies and tactics outlined for the Business Area and/or product line
- Interact with Sales, Regional Manager to address potential conflicts or challenges
- Collect and disseminate competitive data (ex. Price pages, price increase notices, price review, product offering)
- Assemble commercial market data for customer segmentation, product profitability,
- Drive win/loss data collection
- Develop and utilize analytical pricing tools that will enable the pricing department to more effectively manage price. Identify and Share best practices. Perform per establish KPI
- Participate in periodic business reviews to communicate measurement to KPIs
- Challenge KPIs to ensure SMART and meaningful



Job ID  
**REF96181E**

Location  
**Fairlawn**

Job flexibility  
**Hybrid Job**

Legal Entity  
**ContiTech USA, Inc.**

### Your profile

- Current college student with a focus on: Finance, Marketing or Business Administration
- Fluent in English
- Understanding and tolerance of different cultures and countries

### Our offer

All your information will be kept confidential according to EEO guidelines.

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