

Pricing Intern

Vos activités

- 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



Référence
REF96181E

Site
Fairlawn

Flexibilité du poste
Hybrid Job

Unité légale
ContiTech USA, Inc.

Votre profil

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

Notre offre

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

EEO-Statement:

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A propos de nous

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets.