

DRAFT JOB DESCRIPTION

Job Title: Pricing Manager
Hours: M-F 8am-5pm
Reports to: COO

POSITION SUMMARY

Responsible for creating a highly competitive and profitable pricing strategy for the company including the ProCenters. Plan, lead, organize and oversee all activities pertaining to the pricing office. Directs the process for cost and pricing as it pertains to standard cost, rebate contracts with manufacturers, in-house quotes with customers etc. Creates, advises and maintains the sales pricing portal, sales price list and ProCenter shelf pricing. Keeps abreast of both supplier and customer markets to provide the most accurate cost and pricing data available.

ESSENTIAL FUNCTIONS

Ensure integrity and accuracy cost as it pertains to the cleaning and maintenance industry

Meets with vendors on a timely basis or as needed regarding changes in cost and pricing strategies

Serve as an advisor to the PAC committee (product advisory committee)

Coordinates all activities pertaining to the sales pricing portal, list price book and procenter shelf pricing

Assist with the pricing negotiations of customer quotes

Works with in-house rebate coordinator to ensure up to date data and accuracy

Lead and direct pricing strategy to ensure and enhance profitability

Prepare cost support packages for inside and outside sales

Perform financial evaluation to assess pricing actions effectiveness

Manage total pricing procedure and enhance processes to make most of efficiencies and be timely in responding to changing market conditions

Work with purchasing, customer service, accounting, manufacturing (new dawn) and the sales organization to achieve highest profitability results

PROBLEM SOLVING/DECISION MAKING

INDEPENDENCE/AUTONOMY

Works independently: Work is governed by Company mission and broad strategic goals. Generally operates without supervision except where long-range program or change of policy is involved. Guidance, when received, comes from Executive Level Management.

Decisions are made within the limited of overall strategic direction. Responsible for making decisions and taking independent action on tactical, operational or matters affecting a major portion of the Company.

CONTACTS

Regular contacts, within or outside the Company to give or get information. Requires courtesy, tact, and knowledge of Company procedures.

SUPERVISORY RESPONSIBILITIES

Not applicable.

EDUCATION QUALIFICATIONS/REQUIREMENTS

A BS or BS Degree in business management, or related field
Minimum 5 years related experience
3-5 years in a management role
Experience in industry a plus

KNOWLEDGE, SKILLS AND ABILITIES**CERTIFICATIONS, LICENSES AND REGISTRATIONS**

Not applicable.

PHYSICAL DEMANDS AND WORKING ENVIRONMENT

SEDENTARY – Exerts up to 10 lbs. of force to lift, carry, push, pull, or otherwise move objects. Sitting most of the time, but may involve walking or standing for brief periods of time.

ADDITIONAL REQUIREMENTS

Will be required to perform other duties as requested, directed or assigned.