

JOB DESCRIPTION

Job Title: Pricing Manager
Hours: M-F 8am-5pm
Department: Sales Operations
Reports to: Sales Operations Leadership

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 customer. 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.

Reason for role: Grow and protect profitability of the company ensuring appropriate pricing through strategic planning and process. This position also acts as a guardian or steward for Company goodwill as it relates to the customer perspective.

METRICS

- Monthly - pricing portal maintenance
- Monthly - For 'declined through portal' (Top 30 profitable customer portfolios) – review quotes, update changes where possible, ensure we are at market rate
- Manage any non Daycon skus transition to Daycon

Annually:

- Review & manage pricing matrixes
- Increase gross margin based on annual goal
- Successfully implement annual price increase

ESSENTIAL FUNCTIONS

Ensure integrity and accuracy of cost as it pertains to the cleaning and maintenance industry. Implement pricing strategy that is equal to or better than market place pricing.

Meet with rebate driven vendors on an as needed basis to address changes in pricing and cost, maintain relationships with vendors as it pertains to deviated pricing. Work with vendors to obtain credits for samples and / or damaged goods.

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

Final approval on pricing negotiations of customer quotes with vendors or sales team

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

Lead and direct pricing strategy to preserve and enhance profitability

Prepare cost support packages for inside and outside sales, bids, new customer quotes

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

Act as administrator for VA specific eVA/Ariba.

Meet with customers as required

Areas in which you must exercise control

You must ensure that:

- You do not pursue short-term pricing/sales results at the expense of longer-term client relationships
- You work hard to create and maintain a productive working relationship with sales, marketing, distribution, and purchasing
- Your relationships with other team members are productive and free from conflict
- You engage in no behavior that is damaging to or in competition with our company

PROBLEM SOLVING/DECISION MAKING

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

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.

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

Minimum 5 years related experience

Ability to communicate across all levels of customers

Experience in industry a plus

A BS or BS Degree in business management, or related field preferred

KNOWLEDGE, SKILLS AND ABILITIES

- Customer Service — Knowledge of principles and processes for providing customer services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Mathematics — Knowledge of arithmetic, algebra, geometry, calculus, statistics, and their applications.
- Demonstrated successful interpersonal and communication skills (both verbal and written)
- Ability to manage multiple projects of different size and magnitude concurrently, with a high degree of accuracy.
- Ability to demonstrate high levels of initiative and the ability to follow through on projects

- Strong ability to think logically and analytically, problem-solve, build consensus, and lead initiatives in an organized and efficient manner.
- Advanced PC skills required, with proficiency in Microsoft Suite.
- Sales and Marketing — Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.

Bilingual with Spanish a plus

CERTIFICATIONS, LICENSES AND REGISTRATIONS

CPP, CPPM, CPDW preferred

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.

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