

Job Title	Product Pricing Manager
Reporting to	Group Commercial Director
Direct Reports	N/A
Scope of the role	<p>The Product Pricing Manager is responsible for managing the commercial placement of products.</p> <p>Implementing complex pricing schemes for the products and services offered across the Bremsen Technik Group in order to maximise profitability and brand identity.</p>
Purpose <p>To ensure all products and services are priced at optimum levels to support profitability and long-term sales growth in the given markets. To ensure all relevant product databases are fully maintained and to provide responsive support to the commercial team.</p>	
Key Accountabilities <ul style="list-style-type: none"> • Lead and direct pricing of product strategy formulation and propose necessary pricing actions to enhance profitability, ensuring integrity and accuracy. • Work with purchasing, production and shipping colleagues to identify the full cost of goods and propose the best price point for products to enter the market. • Work with sales and marketing to support customer quotes, market campaigns and promotions • Assist with pricing of customers' proposals and request for quotations. • Conduct competitive field research and positioning including cost revisions. This also requires thinking about similar products in the industry to remain competitive. • Analyse data for Supplier/ Competitor benchmark analysis including pricing and cross referencing. • Analyse product range and profit margin trends; identifying areas for improvement. 	
Qualifications <ul style="list-style-type: none"> • Degree or equivalent experience in manufacturing or automotive B2B would be preferable. 	
Technical Skills/Experience <ul style="list-style-type: none"> • Strong analytical skills with knowledge of product and financial management and a logical and systematic approach to work. • Good time management, with the ability to work under pressure, maintain accuracy and keep to deadlines. • The ability to solve problems and make decisions, as well as to think strategically and laterally. • Excellent relationship management skills, with the ability to work collaboratively with internal and external teams. • Ability to motivate cross departmental disciplines to achieve objectives. 	

- IT literacy, skills in Excel and the ability to handle electronic data / ERP systems.
- Understanding of risk management in the context of the supply chain.
- Understanding of automotive cross referencing and application data.

Key Competencies

- Takes initiative and accountability for own actions to proactively deliver what is required.
- Demonstrates flexibility and adaptability to change and the ability to effectively communicate and support the all the cross function departments.
- Maintains a positive attitude during times of change and turbulence.
- When faced with ambiguity, finds solutions and ways to move forward.
- Assess problems and analyse the options to find solutions.
- Demonstrates critical thinking and the ability to analyse and challenge information.
- Demonstrates organisation and prioritisation skills in managing and delegating volume and variety of work.