Job Title	Group Pricing Manager
Reporting to	Group Marketing & Communications Director
Direct Reports	N/A
Scope of the role	The Group Pricing Manager is responsible for managing the commercial placement and pricing of products; implementing complex pricing schemes for the products and services offered across the Bremsen Technik Group in order to maximise profitability and promote brand identity.

Purpose

The Group Pricing Manager ensures all products and services are priced at optimum levels to support profitability and long-term sales growth in given markets. They also ensure all relevant product databases are fully maintained and to provide responsive support to the commercial team.

Key Accountabilities

- Lead 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 teams 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.
- Conduct Supplier benchmark analysis including pricing and cross referencing
- Analyse product and range margin trends; identifying areas for improvement

Qualifications

Desirable:

- Degree or equivalent experience in manufacturing or automotive B2B would be preferable.

Technical Skills/Experience

- Strong analytical skills with knowledge of product and pricing 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 skills, with the ability to work collaboratively with internal and external teams.
- Ability to motivate cross departmental disciplines to achieve objectives.
- Strong IT literacy; Advanced Microsoft Excel experience and the ability to handle electronic data.
- Basic understanding of automotive cross referencing and application data.
- Understanding of supply chain costs.

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.
- 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.