Designation: Manager-Pricing

A) Desired Candidate Profile:

- Should have minimum experience of 4 years [After Graduation] in pricing, budgeting and financial analysis of large-scale Telecom/IT / ISP Projects
- Experience in Enterprise and retail Telecom business for Large Scale Telecom/IT Project / ISP
- Analytical skills to analyse the business case and make recommendations in development of new markets for business.
- Understanding in Business Analysis, Process mapping, Business Process Assessment and Re-engineering (BPR)
- Capability of translating business problems, challenges related to cost & pricing into recommendations to maintain cost leadership
- Strong understanding of market intelligence and competitor mapping & activity tracking
- Process orientation to arrive at mechanism to store market data for trend analysis
- Excellent communication, presentation, analytical and organisational skills

B) Educational Qualification:

- **Graduation:** Any Graduation **with first class** from reputed institute / university**; and**
- **Masters: MBA (**in Marketing / Finance / Retail**) or PGDBA (**in Marketing / Finance / Retail**) or PGDM (**in Marketing / Finance / Retail**)** from reputed institute / university

C) Key Roles and Responsibilities:

- Manage Multiple Accounts
- Custodian of customer pricing
- Responsible for the achievement of the targets defined in the Business Plan by working actively with all stakeholders.
- Managing customer relationship and developing new business opportunities within the account.
- Organize periodic internal forum for closure of commercial issues.
- Analyse the case and pricing inputs and make recommendations
- Prepare the business case and make recommendations for tailor-made solutions based on customised requirements/demands.
- Based on market inputs for competition pricing, make recommendation for revised costing
- Maintain geography wise, competitor wise history of pricing trends
- Preparation of periodic MIS
- Driving process automation changes for different processes.
- Team Handling, Proper Coordination with Stack Holders / Management for smooth functioning of Commercial Operations.

D) Soft Skills:

- Should be a team player and managerial expertise with written and verbal communication skills
- Ability to liaise with major/various stakeholders
- Excellent listening and presentation skills
- Strong Leadership and Managerial skills

E) Age Limit: Not more than 40 Years

F) Remuneration: INR 56000/- P.M. (Cost to Company basis)

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