

POSITION DESCRIPTION

Pricing Manager



Reporting to: Manager - Pricing & Customer Analysis

Date: December 2016

Role responsibilities

To encourage flexible work practices and to accommodate changes in responsibilities in line with business requirements, this document describes broad role responsibilities rather than detailed tasks

Price Setting

- Contribute to the development of pricing strategies that identify opportunities to improve market competitiveness offering superior value to Retail customers
- Lead and manage pricing strategies in relation to customer profitability, segmentation, pricing and predictions
- Initiate and contribute to the development of product and pricing systems and business capabilities
- Enhance and maintain the quality of pricing research and market analysis to identify trends and opportunities
- Maintain a clear understanding of regulatory and compliance requirements for pricing and related timetables

Analysis and reporting

- In consultation with the business provide market analytics and insights that support strategic pricing decisions
- Contribute to compliance and management reporting
- Contribute to budgeting and forecasting assumptions for business planning

Team Leadership & Management

- Lead and motivate a team of Analysts to achieve growth, values and customer experience objectives
- Develop the capability of the customer analysis team to achieve targets and deliver an exceptional customer experience, through targeted training and coaching, measurement and performance feedback
- Promote and inspire a culture of innovation in developing analytics to drive future profitability

Stakeholder management

- Provide expert advice and insights of market analytics ensuring stakeholders are well informed of the current market
- Proactively collaborate with the business to proactively identify opportunities for internal customers with analytical evidence

Continuous Improvement

- Identify opportunities to cultivate and grow innovative pricing prospects to participate in new business development
- Implement measures of effectiveness to ensure targets are met and exceptional customer experience objectives are met
- Identify opportunities to streamline and systematize pricing processes to increase efficiencies

Required Competencies

- Attention to detail
- Problem solving
- Customer focus
- Adaptability
- Influencing Others
- Inspire & Engage

Preferred experience/qualifications

- Relevant degree (e.g. mathematics, mathematical sciences, operations research, business finance)
- Proven experience in business modelling or pricing
- Experience in energy or utilities sector

Snowy Group values

- Safety
- Agility
- Courage
- Decency
- Ownership
- Teamwork