



## Pricing Strategist

### **About us:**

Revionics delivers the most advanced price, promotion, and markdown optimization solution available to retailers. Our predictive technology accounts for price, promotion, and markdown activities enabling a coherent view of customer demand. This proprietary approach applies advanced analytics and science to predict customer behavior, empowering retailers to make better decisions, improve customer loyalty, and achieve their overall financial objectives.

Revionics' solutions are delivered on a modern, fully scalable, pay-as-you-go, software-as-a-service platform. Our clients include retailers in grocery, automotive, drug, building materials, convenience, general merchandise, and discount stores.

### **Role and Responsibilities**

Implement and support clients in their use of the Revionics Lifecycle Pricing Solution. The major phases of implementation include business discovery, requirements definition, strategy consulting, strategy configuration, user acceptance testing, product testing, client training (science and tool). The Senior Analyst will work with the science team and product management to communicate features to and from clients.

You will work with our customers, including the customer executive team, to educate them on optimization, understand and diagnose the client pricing strategies, define the pricing inputs for our pricing model, and communicate it to the executive client team. You will present to senior clients teams on pricing strategy, business impact, and value. You will work across the entire pricing lifecycle including regular, promotional, and markdown/clearance pricing.

You will work to develop and evolve Revionics Best Practices and processes for discovery, co-development, adoption monitoring, client training, change management, requirements and value measurement. You will help identify and shape additional services opportunities at clients.

You will work with project management to help define the future of our products, based on client needs and your interpretation of the market needs.

### Activities Include:

- Develop pricing strategies for clients based on the market conditions and corporate strategy
- Provide objective analytical support for assessment of a client's strategy and market positions
- Evaluate marketplace to best align pricing strategy with retailers' goals
- Develop competitive pricing strategies in collaboration with the customer
- Establish best practices for high adoption
- Monitor, evaluate, summarize, and report on price results
- Evaluate and refine our clients' price zone structures to improve profitability, enhance price image, and drive better results
- Adjust existing pricing in response to competitor store openings and closings
- Coach executive clients, pricing teams, and merchants on use of our tool, best practices
- Process mapping, process reengineering, and change management

**Required Skills and Experiences:**

Education: BS Degree preferred in business or engineering. MBA preferred.

Experience: Retail, software implementation, pricing, optimization, pricing optimization solutions.

**Skill Required:**

- Excellent interpersonal and communications skills
- Ability to work in a fast paced dynamic environment, agility, adaptability
- Strong communications, presentation, negotiating, and influencing skills
- Analytical skills, statistical training, strategic thinking skills
- High energy individual with the ability to multi-task
- Excellent verbal and written communication skills.
- Ability to give attention to detail, clearly establish priorities and operate while providing an executive-level view
- Strong proficiency in Microsoft Office (Excel, Word, and PowerPoint, Visio)

**Skills Preferred:**

- Familiarity with various retail software packages
- Familiarity with statistical concepts such as normal curves, confidence intervals, statistical significant, bias, thresholds, forecast accuracy, sensitivity analysis, and mean average percent error.

**Compensation:**

Compensation will be commensurate to experience.

**Benefits:**

Medical / Dental / Vision / Life Insurance  
401K Retirement Savings Plan  
Stock Options