



Pricing Analysts / Strategists

About us:

Revionics is a leader in the emerging technology of Retail Lifecycle Price Management.

Our solution covers:

- Everyday Price Planning & Optimization
- Promotion Price Planning & Optimization
- Markdown Price Planning & Optimization
- Integrated Demand Forecasting

Revionics provides sophisticated software that analyzes consumer trends in addition to other variables such as cost, competition, and price strategy, to help determine the best price for each item sold in retail stores. Our technology is delivered in a Software-as-a-Service (SaaS) fashion as a subscription via the Internet. This approach allows retailers of all sizes access to technology and pricing expertise that they may not be able to otherwise afford.

Role and Responsibilities:

Assist clients in the configuration, implementation, and support of Revionics Advanced Pricing System. This role uses consulting skills, business knowledge, and pricing expertise to work with our customers to improve their overall price management practices. Our products cover base pricing, promotional activity, integrated forecast and markdown activities for retailers of all types.

You will work with our customers to train users, define pricing strategies and category-specific pricing goals that cover the entire pricing lifecycle including regular, promotional, and markdown/clearance pricing ensuring each category adheres to pricing goals and category objectives. A consultative approach to solving business problems with the use of analytics and our tools is the core of the pricing strategist's activities.

- Interface between project management teams for both parties
- Understand and translate business strategies into pricing configuration recommendations
- Create liaison between client executives
- Conduct business reviews and strategy assessments.
- Utilize data provided to assess retailer progress
- Develop pricing strategies with retailers based on specific market conditions.
- Provide objective analytical support for assessment of retailer's market positions.
- Provide consulting services on added requests for strategic opportunities
- Train retailer on software tools and outputs
- Assist retailer on tuning application to meet their needs
- Design, develop, monitor, and evaluate price results
- Adjust existing pricing in response to competitor store openings and closings
- Introduce and train on new features and modules as they become available

Required Skills and Experiences:

- Experience with pricing required
- Prioritization experience with large project implementations
- Data analysis skills required
- Retail experience required
- Exposure to project management methodologies required
- Strong communications, presentation, negotiating, and influencing skills
- Strong analytical and strategic thinking skills
- Strong organizational skills/ achievement oriented/detail oriented
- Excellent verbal and written communication skills
- Ability to give attention to detail, clearly establish priorities and operate with a high sense of urgency
- Software: Strong proficiency in Microsoft Office (Excel, Word, and PowerPoint)
- Bachelors degree required

Compensation:

- Compensation will be commensurate to experience.



To Apply For This Job:

If you are interested in joining the Revionics team, please e-mail your resume to hr@revionics.com or send a printed version of your resume via U.S. Mail to the following address:

HR Manager
Revionics, Inc.
4208 Douglas Boulevard
Suite 300
Granite Bay CA 95746.

Note - Not all submissions will result in a response.

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