

Robert Smith

Pricing Analyst

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SUMMARY

Well-rounded and accomplished Pricing Analyst with 5 years of experience in pricing, regulatory economics, public policy, and research Expert in Mathematics, Statistics and Economics Proven ability to manage multiple projects, produce deliverables, and meet deadlines ahead of schedule Exceptionally skilled at establishing rapport with members of diverse groups and promoting team cohesiveness by exercising a high degree of tact, diplomacy, and judgment.

SKILLS

Sabre Reservation And Ticketing, SAP Business Intelligence, Sabre Fare Manager, Revenue Plus Market Intelligence

WORK EXPERIENCE

Pricing Analyst

Skillsoft - 2015 - Present

- Leading strategic conversations with the sales team and sales management to provide creative pricing proposals for every account within a given sales territory to win new business, secure competitive renewals, and grow existing accounts.
- Providing pricing recommendations, analyzing the data, and perform all necessary analyses to support recommendations.
- Presenting cases for discount approvals, waivers, and other exceptions to our standard terms and obtain internal approvals as necessary in accordance with company audit requirements.
- Training the sales team on the Skillsoft products, processes and systems.
- Create and maintain sales training documents and pricing and product guidelines.
- Supporting an average of seven (7) commercial sales territories independently including channel, inside sales, direct sales, and specialty product sales teams consisting of up to 10 sales representatives each.
- Analyzing the pricing data to ensure the discounting on both new business and renewals is compliant with Skillsoft financial policies (including Sarbanes-Oxley and revenue recognition).

Pricing Analyst

ABC Corp - 2013 - 2015

- Coordinated with various departments within the organization such as contracts, revenue, and finance as needed to convey account specific information and reviewed revenue treatment.
- Communicated contract language needs to the contract negotiator.
- Communicated specific processing requirements to the contract administrator.
- Utilized salesforce.com, Apttus, online pricing engine, and Peoplesoft financials to process and research contracts, pricing, products, and customer data.
- Maintained complete files to include required supporting documentation.
- Performed reviews of proposals priced by other pricing analysts for quality assurance purposes.
- Updated pricing and terms in systems related to Contracts.

EDUCATION

Courses Taken. in Business - March 2014 to March 2015(NHTI-Concord Community College - Concord, NH)