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## Senior Pricing Manager

BRUSSELS

### External Description

#### *Pricing Manager*

bpost strives to create an inclusive environment with exciting projects and inspiring collaborations. With our employees at the heart of our organization, we believe in careers, not just jobs. We are currently looking for a Pricing Manager to help connect people and the company.

#### Your mission

The main mission of the Pricing Manager is to improve and develop existing pricing strategies, tools, and methods.

#### Tasks and Responsibilities

- Be responsible for developing a comprehensive strategic vision related to pricing and terms and conditions of products and services for which he/she is responsible, to create a pricing strategy that best supports bpost's business strategy within the regulatory framework.
  - Understand bpost's long-term business strategy.
  - Assist in the development of long-term planning and budgeting exercises.
  - Perform long-term simulations considering market and product developments.
  - Determine the impact of price changes on various sub-domains in the short and long term.
  - Align the pricing structure with various products and services.
  - Define promotional offers.

- Identify qualitative studies related to pricing.
  - Introduce new pricing concepts.
  - Represent the team at the Pricing Governance Board.
  - Conduct profit/loss analyses to assess the application of the pricing strategy.
- Be responsible for developing pricing tools and frameworks to consistently implement the operational pricing policy for a series of products and services for which he/she is responsible.
    - Develop tactics and guidelines related to the annual price increase cycle.
    - Conduct analyses, modeling, and simulations in collaboration with Pricing Analytics Managers/experts based on knowledge of various related products, services, and markets.
    - Study the impact of price increases.
    - Continue to develop and document tools and methods.
    - Represent the team at the Deal Review Board.
- Advise sales managers on procedures and tactics related to pricing and terms and conditions for a series of products and services for which he/she is responsible, ensuring that agreements made with clients are developed in accordance with bpost's pricing strategy and generate maximum revenue.
    - Assist sales managers in pricing for complex quotes and offers.
    - Analyze files and provide (often binding) pricing advice to sales managers in the context of product development, launch, or relaunch.
    - Analyze files and provide (often binding) pricing advice and terms and conditions to sales managers in the context of specific client files.
    - Analyze predefined pricing and variations.
    - Develop pricing agreements, proposals for price variations, and terms and conditions.
    - Study the impact on and consistency with pricing for other bpost products and services and its subsidiaries to guard against any internal competition.
    - Gather additional opinions as necessary, particularly from Legal and Marketing, to develop a comprehensible proposal for each file.

- Ensure correct communication to various stakeholders to provide timely relevant pricing information.
  - Internally communicate the standard pricing structure for a series of products and services.
  - Maintain external communication regarding pricing for cross-product assistance (e.g., product brochures, online communication, posters, etc.).
  - Act as a product contact point for internal departments (Sales, Product Management, Legal, Regulatory, MSO, CS, etc.).
  - Transfer knowledge and skills related to pricing, terms, and conditions to sales managers.
  - Train Sales on pricing policy and value selling (hard skills).
  
- Continuously keep informed about developments in the pricing field to provide ongoing support based on up-to-date knowledge.
  - Ensure a certain level of knowledge of markets, customers, and their regulatory framework.
  - Maintain a certain level of knowledge of products, their sales conditions, and cost structure.
  
- Be responsible for pursuing developments in pricing and leading various pricing projects while considering the predefined pricing strategy to contribute to ongoing pricing optimization.
  - Formulate proposals and proactively initiate pricing initiatives with marketing and sales.
  - Manage pricing-related projects.
  - Contribute as a project collaborator to various pricing-related projects.
  - Regularly organize consultations with various stakeholders (Sales, Marketing, Legal, etc.).

## Your profile

- Education Level: Master's degree or equivalent experience

- Required Experience Level: Minimum 8 years of experience
- Language Knowledge:
  - Good knowledge of both national languages
  - Knowledge of English.
- Technical Knowledge Required for the Role:
  - Knowledge in consumer & business marketing management
  - Knowledge of market research techniques
  - Basic understanding of the regulatory framework impacting pricing policy (commercial law, competition law, postal law, etc.)
  - Knowledge of business planning & budgeting, especially financial aspects
  - Knowledge of cost accounting and profit-driven pricing policy
  - Familiarity with Windows/Office applications
  - Basic knowledge of SAS

## **Our offer**

Like a long-awaited parcel, we want to make you feel welcome and valued. Our offer includes:

- Competitive monthly salary
- Company car + cafeteria plan or federal mobility
- Meal vouchers
- Hospitalization-, group- and disability insurances
- A phone subscription and company car

- 20 days of statutory leave and 7 additional extralegal days off
- An end-of-year and performance-based bonus and double holiday pay
- Many benefits from more than 100 bpost-partners

## About bpost

bpostgroup is Belgium's leading postal operator and a growing parcel & omni-commerce logistics partner globally. With a **focus on social and environmental sustainability**, we aim to be a trusted guide in a changing world. As our newest team member you will:

- Become part of the **bpostgroup family** with a unique atmosphere and culture.
- Enjoy a **dynamic work environment** with a hybrid model allowing for flexibility.
- Have access to **continuous learning and development** opportunities.
- Have a direct **impact on decision-making** in an international success story.
- Thrive in a **leadership culture** centered on visioning, sense making, innovation, and relating, empowering you to lead effectively in our forward-thinking organization.

Find out more [about bpostgroup](#)

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