



Pricing Expert

International

External Description

Company Background

Landmark Global is the international division of bpost, Belgium's national postal service. Bpost employs more than 20,000 people, handles 3.9 billion items per year and delivers to more than five million addresses every day. Landmark Global currently operates in 11 countries, 25 locations, handles over 200K parcels per day and part of the eLogistics business unit.

For more than a decade, Landmark Global, with its roots in Southern California, has enabled our customers to expand globally. Our business has grown from basic international mail and parcel delivery to full service, end-to-end solutions. This includes proprietary technology and trade consulting, which provides our clients the capability to sell to millions of customers worldwide. Our technology is web-based, scalable and agile. Mercury, our proprietary web-based software, was developed on the foundations of our logistics expertise and client requests.

The Role

Work with internal stakeholder teams across Landmark Global to collate, model and manage cost pricing. Work with the UK sales team to mark-up pricing, model margin and create client-facing sell-pricing. Manage and maintain pricing history and benchmark analysis. Work with senior management team to inform and support a competitive pricing strategy for Landmark Global UK

Main tasks

- Identify and collect (as part of a project) business requirements, user needs, stakeholders, and management. Describe the objectives (SMART) for the product or service that will be provided at the end of the project:
- Identify all the stakeholders involved in the project in view (customers, users, other parties concerned, etc.) and collect their requirements.
- Elaborate, research, understand and clarify then document all the needs of the stakeholders.
- Organize and lead the information gathering process (through interviews, group sessions, studies, feedback on the current system, etc.)
- Provide the information necessary for a cost estimate.
- Obtain a shared vision of the stakeholders on the purposes of the product.
- Gain insight into Cross Border's business strategy and products.
- You work cooperatively with various internal groups within the bpost group to obtain costing in support of the pricing models.
- You update and investigate continuously actual Parcels & Logistics costs at the group, partner, and functional levels. This would be accomplished by working with internal partners to gather

appropriate data, review activity reporting as well as reviewing revised contracts.

- You monitor market and industry trends to ensure competitiveness. You utilize and compile benchmarking analysis of comparable performance metrics and competitive proposals.
- Participate in the development of pricing tools and frameworks for a range of products and services to shape the operational pricing policy in a coherent manner.
- Developing tactics and guidelines regarding the annual cycle of price increases.
- Carrying out analyses, modelling and simulations in consultation with the Pricing Manager/experts based on an understanding of the various products, services and related markets.
- Investigating the impact of price increases.
- Further develop and document tools and methodologies.
- Activating the correct pricing in the billing system
- Advising sales representatives on procedures, pricing tactics and terms & conditions for a range of products and services to ensure that customer deals are executed in line with the Post's pricing strategy and that these deals lead to maximum revenue.
- Supporting sales managers in determining prices for complex quotations and quotations.
- Analysing files and formulating (often binding) advice to sales managers regarding price setting in the context of product development, launch and relaunch of products.
- Analysing files and formulating (often binding) advice to sales managers regarding price setting and terms & conditions in the context of concrete customer files.
- Submitting the advice to the pricing manager for validation.
- Keep your knowledge up to date through retraining and self-training to develop in your field and guarantee quality work.
- Formulate recommendations/proposals in consultation with the managers and/or other departments concerned, to enable management to make decisions concerning the adaptations and optimization of certain systems, processes and procedures.

Requirements

- Solid knowledge of analysis techniques
- Solid knowledge of computer applications, basic knowledge of IT technologies
- Solid knowledge of business processes
- Basic knowledge of project management principles, applications, techniques, and tools
- Solid knowledge of office tools (good Excel knowledge is a must)
- In depth quantitative analysis and solid business insights are your fundamentals
- You are highly organized and able to multi-task in a fast-paced environment with strong 'attention to detail' orientation.
- You are proactive and focused on results and you demonstrate an entrepreneurial and creative spirit.
- Integrity is your prime value.

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