



**WEBCO HR, Inc.**

Let Experience be Your Guide

## **STRATEGIC PRICING MANAGER (GLOBAL) – WAYZATA, MINNESOTA**

**WEBCO HR, Inc.** is seeking a Strategic Pricing Manager for one of our clients located in Wayzata, Minnesota.

### **SUMMARY:**

Want to build a stronger, more sustainable future and cultivate your career? Join global team of 160,000 employees who are committed to safe, responsible and sustainable ways to nourish the world. This position is in food ingredients and bio-industrial business, where we anticipate trends around taste, nutrition and safety to innovate and provide solutions to manufacturers, retailers and foodservice companies.

The Strategic Pricing Manager (Global) supports the continuous development of our strategic pricing capability across businesses. We seek a multifaceted professional who will be leading pricing optimization projects across the business groups to provide continuous optimization of critical pricing capabilities such as value-based pricing, consumer and retail pricing, big deal pricing and negotiations and pricing science, analytics and technology. In this role you will act as an advisor to pricing and commercial leaders across the business.

### **RESPONSIBILITIES:**

- Lead multiple pricing optimization projects and deploy strategic pricing capabilities for the various business groups, aligning with their strategies, market dynamics and needs
- Define detailed, impact and results driven roadmaps and implement initiatives by showing a lead-by-example implementation style (e.g. by taking lead role, together with business owners, on new approaches for big deal negotiations).
- Support the deployment of pricing as an end-to end process, from strategic considerations to actual price setting techniques, governance and supporting technology.
- Provide business need assessments with regard to data and technological requirements and be able to make realistic return on investment tradeoffs in terms of how sophisticated the requirements need to be.
- Continuously evaluate pricing developments and trends to ensure new thought leadership and capabilities are introduced into the various business groups.
- Generate hypotheses for profit improvement opportunities, validate with data and facts, and develop deployment projects to capitalize on the opportunities.
- Serve as an expert in your field and work with limited direction, using additional research and interpretation to identify issues/problems.
- Provide direction to lower level team members and be a key contributor.
- This position can be a great next career step for Senior Pricing / Strategy Consultants, Pricing / Revenue Managers and Strategy / Business Development Managers.

- Develops and delivers multi-mode communications that convey a clear understanding of the unique needs of different audiences.
- Makes sense of complex, high quantity, and sometimes contradictory information to effectively solve problems.
- Plans and prioritizes work to meet commitments aligned with organizational goals.
- Other duties as assigned.

## **REQUIREMENTS:**

- Bachelor's degree in a related field.
- Minimum of six years of related work experience.
- Ability to reach to a decision with a less than perfect fact base, relying on pragmatism combined with logical reasoning.
- High level of initiative, curiosity and potential to go beyond the described role as the team responsibilities evolve.
- Ability to move seamlessly back and forth between planning and execution.
- Balancing complex analytics with pragmatism, simplicity and taking people along.
- Experience in successfully improving margins through pricing initiatives.
- Validated track-record in prioritizing, selecting and deploying pricing technology such as third-party pricing software, including the ability to trade-off such solutions against in-house developed or other tailored solutions.

## **PREFERRED QUALIFICATIONS**

- Master's degree in a related field.
- Minimum of nine years of experience in one or more of the following: Pricing Management, Revenue Management, Strategy, Commercial Management, or Trading and Business Development.
- Ability to operate effectively in white space, comfortable with quantitative, strategic and tactical challenges, business acumen and understanding of market dynamics.
- Ability to mix analytical insights with business knowledge, to build solutions that work in the real world.

## **COMPENSATION:**

- Base Salary
- Full Benefits

## **THE COMPANY:**

Our client provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, they help people thrive by applying their insight and 150 years of experience. They have 150,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work.

**WEBCO HR, Inc.** is an Equal Opportunity Employer

**[APPLY](#)**