

**KIK Corporate Headquarters - This position is located in Concord, ON, in the Greater Toronto Area.**

## **KIK CORPORATE HQ'S PRICING ANALYST – CUSTOM DIVISION**

We are currently searching for a bright, talented **Pricing Analyst** to join our Custom Pricing Team. You will be responsible for financial and pricing data analysis support, supporting the quotation process and price maintenance for a group of customers. Immediate expectations in this role include developing pricing scenarios using statistical modeling, and various pricing tools and data, providing options to meet competitive opportunities, input for profitability projections and Custom Division pricing strategy. The role involves a high level of interaction with customer service; sales and procurement, tracking proposal success rate and provides feedback using tools such as win/loss reporting for Market Area. This position reports to the Pricing Manager.

### **ADDITIONAL RESPONSIBILITIES INCLUDE:**

- Creating standard and ad hoc reports for pricing analysis
- Developing tools and processes for automating and enhancing various Pricing department duties
- Liaising with Finance to ensure the proper capture of costs and the appropriate interpretation of profitability
- Must be able to analyze and make recommendations based on the scenario results
- Tracking the results of initiatives to determine their effectiveness
- Post product launch analysis, performance tracking and recommendations
- Ongoing monitoring and maintenance of the new/existing products

### **IDEAL QUALIFICATIONS:**

- University degree in Business, Economics or Finance
- Financial modeling, analytical and statistical problem solving skills
- Quantitative analysis skills using advanced spreadsheet tools that result in business recommendations
- Advanced knowledge of spreadsheet analysis, through the use of Excel. (JDE knowledge an asset)
- Working well under pressure and with tight deadlines while maintaining strong accuracy
- Good business acumen with the ability to balance revenue and profitability
- Experience manipulating large volumes of data
- Bright, conceptual thinker, strong organizational skills, honest with strong principles
- A self-starter to be able to help with processes