

DIRECTOR OF PRICING & DATA ANALYTICS- Remote

Date: 10/1/21

Who We Are:

IM Supply is a premier North American solution provider for electrical MRO products for multi-site industrial companies. As a division of IMARK, we work with the best electrical distributors in the United States and Canada and deliver national contracts with local service. Come join our growing team and be on the ground floor of something great!

Position Summary:

IM Supply is looking for a Director of Pricing & Data Analytics to lead our pricing team! The ideal candidate loves data and analytics. The position oversees the pricing department and is responsible for creating, driving and measuring short & long-term product pricing strategies. This person will add value with a data-driven approach – collecting and analyzing data, deriving insights, and coming up with creative solutions. This position will also support other departments within the company with ad hoc data analysis initiatives.

Position Responsibilities:

- Manages RFP process (SPA's / Distributor) to provide competitive pricing on bids
- Manages pricing process on new awards and implementation
- Competitively negotiate SPA's on core lines and understands market segment costs
- Enhances the Special Pricing Agreements (SPA's) for existing customers
- Translate pricing strategies into system and processes. Understand what works, what doesn't and why
- Develops and maintains positive ongoing relationship with manufacturers
- Communicate with leadership to present findings and build support for pricing and data projects
- Develops and leads data modeling and quantitative analysis projects to discover insights that will guide strategic decisions and uncover optimization opportunities
- Improve product information accuracy by using data management best practices including but not limited to large scale data clean-ups, product reclassification, and development of new data management techniques
- Enforces company adherence to Pricing policies, providing training when necessary
- Performs other duties as obvious or assigned

Qualifications:

- Bachelor's Degree required
- Distribution experience preferred
- 7-10 years' experience prior experience with data analysis and reporting
- Expertise in Microsoft Office (Excel including macros, Powerpoint, etc.)
- Strong decision-making ability
- Self-motivated and efficient at working remotely
- Able to track record of executing quantitative analysis and deliver data-driven changes
- Good verbal & written communication skills (internal & external customers).
- Able to self-manage progress and deliverables with a high degree of accountability

Compensation and Benefits:

We offer attractive compensation and benefits which include:

- Health, Dental, and Vision Insurance
- Disability Insurance and Life Insurance
- 401(K) Match
- Paid Vacation and holidays
- Strong Work/Life Balance

We are an equal employment opportunity employer.