

United Kingdom Jobs Expertini®

Global Pricing & Business Intelligence Manager

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Company: Ahlstrom

Location: United Kingdom

Category: other-general

You have a choice of where you want to work! We invite you along on our journey to **Purify and Protect, with Every Fiber, for a Sustainable World**. We aim to attract, retain, and energize passionate people, **like you**, by investing in your professional development and providing opportunities for personal growth.

Do your values align with ours? Accountability, Growth mindset, One team, Care and a fair and inclusive work environment for everyone, everywhere!

We strive to meet the highest standards of corporate citizenship by protecting the **health and safety of our team**, safeguarding the environment, and creating a long-lasting, positive impact on the communities where we do business. **Are you with us?!?**

Would you be interested in a dynamic role in a global company with a purpose of creating sustainable and innovative fiber-based products and solutions for everyday life?

We are currently looking for a **Global Pricing & Business Intelligence Manager** to serve as the business expert for market pricing and business intelligence gathering. You will play a key role for developing **Value-Based** propositions for existing products and new product offerings. In your role, you will report to the **Head of Marketing and Business Development, Global Food Packaging** and the position is based in any Ahlstrom locations in US or Europe.

As a a Global Pricing & Business Intelligence Manager, your main responsibility areas will be:

Business Intelligence:

Develop a clear picture of trends impacting Consumers, Customers (Converters, CPGs, Retail) and Competitors. Issue a structured report system to secure the sharing of actionable insights with Food Management

Animate a Food BU BI community, involving Customer Service, Sales, Marketing & Business Development Teams to collect and share Intelligence information.

Lead the use and development of business intelligence tools.

Investigate and monitor trends for existing and new business segments.

Competitor intelligence:

Generate competitor profiles and segmentations, creating a clear picture of capabilities in different regions and product segments.

Investigate and monitor Competitors actions, secure the relevant information sharing with Food Management and relevant stakeholders

Pricing Management – Based on internal and external information sources:

Gather stakeholders to review pricing and margin performance, raw materials & energy input trends, and future pricing actions. Provide reports and analysis that drives actionable pricing insight for both new products in launch phase and current product portfolio.

Deploy effective pricing governance that aligns to BU goals while permitting agility in commercial actions. Support the markets developing new pricing models and practices.

In coordination with Division Pricing Lead, synthesize BU pricing strategies to report accurately the situation to Food BU management and Group

Analyze and develop clear recommendation in terms of pricing structure (% of Sales under Contracts, Contract structure and content, etc)

Commercial Excellence:

Be the key contact point of Group Comex Team for the entire Food BU

Develop further uses for the CRM platform for both business intelligence and pricing agility and management.

We can offer you:

A position in a truly global company – some 7, employees spread across 37 worldwide locations.

Learning and development opportunities.

Flexible working hours.

An awesome and experienced team.

Smart & Diverse work.

Requirements:

Bachelor's degree in Economics, Engineering or Marketing, or equivalent field

Experience as a Pricing Analyst, Financial Analyst, or a comparable role,

Business intelligence: Deep knowledge and understanding of a value chain (Suppliers, Customers, Competitors, Technologies, Products) to help support relevant critical information

Pricing: Deep knowledge of Product portfolio, Cost structures, P&L (MOVC, EBITDA) Pricing structure and Pricing dynamics in the market

Collaborative skills and ability to work cooperatively with others across the organization to achieve shared objectives. Partnering with others to get work done.

Sales Tools and Customer Excellence: Deep knowledge of Sales Contracts and Credit Management Proficiency in CRM software and other customer service tools

If this sounds like you then we'd love to hear from you! Please click **APPLY and submit your application asap!**

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