



Position Opportunity

SENIOR CONSULTANT, PRICING STRATEGY & MANAGEMENT

Position Summary

Reporting to the Vice-President of Pricing Strategy and Management, the Senior Consultant will work with clients throughout North America to develop and implement information-driven pricing tools and processes.

Location: Toronto, ON

Key Position Responsibilities

- **Project Management** - meet all project milestones for areas of responsibility and manage the collection, organization and archiving of all project related files and documents
- **Client Management** – build and maintain positive relationships with the client team as well as PSL staff assigned to the project
- **Quantitative Analysis** - lead all data collection, validation, management and analysis activities for assigned projects
- **Project Recommendations** – develop accurate conclusion/assessments based on data analyses and client/voice of the customer interview findings and prepare recommendations, implications and key findings for presentation to the client
- **Change Implementation** – develop practical implementation plans and work closely with client on implementation of recommendations, once approved.

Position Requirements

- Minimum 5-7 years business/analytical Consulting experience, working on pricing-related assignments **or** 5-7 years Pricing experience coupled with a PMP designation
- Master's degree in Business, Economics, Marketing, Engineering, or an Accounting designation
- Project Management skills with experience working on large projects
- Strong Quantitative Analysis skills
- Client Relations experience
- Business Strategy knowledge and expertise
- Change Management skills/experience
- Demonstrated expertise with all MS Office tools; expertise with SAS, SPSS and/or other data mining and database tools an asset
- Legally able to travel throughout North America (up to 50% travel required)

* The ideal candidate will have a good balance of quantitative and organizational change management skills.

The Organization

Pricing Solutions Ltd ("PSL") is an international pricing strategy consulting firm dedicated to helping clients achieve World Class Pricing competency. Established in 1993, PSL has built its pricing practice through long-term relationships with clients and has grown to become one of the world's leading pricing consulting firms, with offices in Toronto, Boston, Dallas, Paris, Madrid, London Mexico City and Singapore.

Visit www.pricingsolutions.com

Interested candidates are asked to call and/or submit their resume via email to:

Faye Wales, People Time

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