



**JOB SPECIFICATION**

**Position:** Director, Pricing and Business Analysis  
**Reporting to:** SVP Marketing  
**Department:** Marketing  
**Location:** DAKC - Mumbai, India

**Key Business Objective:**

- To provide leadership in pricing, price methodologies, processes and systems and related business analysis support for all products and sales regions globally.
- To directly lead all pricing for RGW, external products and customers as well as determining transfer pricing methods for other RGC use of core RGW infrastructure.
- To provide detailed business analysis supporting price positioning enabling CEO and Executive to make informed, accurate and timely business decisions.
- Contribute to the Marketing Group through pricing expertise, market and competitor knowledge and innovation.

**Key Performance Indicators:**

- Establish and maintain pricing guidelines which reflect optimum market value and fully exploit competitive positioning.
- Maintain pricing tables such that up to date pricing is available, with at least quarterly review.
- Implement formal and informal market intelligence, including sales feedback, to capture competitive positioning and create price and value propositions to counter.
- Develop and maintain Pricing portal, Pipeline Reporting and other processes practices to maximise efficiency of pricing team.
- Manage and lead regional (including India) Pricing Managers to ensure Price propositions enable Business Objectives (sales/margin) to be achieved.
- Provide Pricing input to AOP and other business reviews as required.
- Support approval of pricing and specific customer deals through accurate business analysis.
- Develop creative and innovative pricing methodologies/packages in conjunction with Product to improve competitiveness and establish “value” propositions.

**Overview – Role Summary:**

- Manage the pricing team to deliver on pricing strategy to support the individual Product plans and strategy and on price lists to support the individual Products
- Manage the team to support sales promotions as required
- Manage the sales regions and regional pricing resource to respond effectively to all sales opportunities.
- Review major bids and Price lists with the CEO and Executive Board as required
- Pro-actively monitor the markets within region in terms of pricing and competitive pressures. Provide competitive analysis of pricing trends for products by region and provide market analysis.
- Manage/Provide pricing support to the Customer Solutions process

- Manage a team of pricing managers in India and Internationally. Current team is 4 regional pricing managers (HK, Dubai, USA and UK) and 1 pricing manager in India.

**Contact with Others:**

**Internal:** Sales, Product, Finance, IT, Marketing , Engineering, Operations, RGE/RGW and GES Regional colleagues and the Executive Team.

**External:** Customers, Third Party analysts, Suppliers (IT and Competitive knowledge).

**Who can apply:****Educational / Academic / Qualifications:**

- Excellent analytical skills (E)
- Excel skills – advanced level (E)
- High level of numeracy and communication skills both written and oral (E)

**Experience:**

- A track record of success as a team player in the commercial environment of a multi-national telecoms organisation where processes involve multiple departments. (D)
- Understanding of products of RGCOR (E)
- Understanding of how each product works (D)
- A track record of the processing of raw data, accurate analysis of information and consolidation of information for concise communication. (E)
- Experience running a Pricing team. (E)
- Experience in working internationally. (E)
- Experience in working at CEO/Board level. (E)
- Experience in working with Product, Engineering and Operations teams of an telecom company. (E)

**Industry Knowledge:**

- 10 years minimum within a telecoms company or within the technology industry. (D)

**Other criteria:**

- Qualified accountant. (D) or
- Bachelors Engineer with MBA or B.Com/M.Com with MBA

To apply for this position, please send your updated CV to [careers@relianceglobalcom.com](mailto:careers@relianceglobalcom.com) with 'Director, Pricing and Business Analysis' in the subject line.