

ADDRESS:	EASE LOGISTICS 5725 AVERY RD DUBLIN, OH 43016
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MAIN:	614-553-7007
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JOB DESCRIPTION

JOB TITLE: Pricing Analyst
DEPARTMENT: Pricing
PEOPLE LEADER: Chief Strategy Officer

EXEMPTION STATUS: Exempt
EEO-1 STATUS:

JOB SUMMARY: The Pricing Analyst will apply strategic and analytical concepts in the development, implementation, and management of pricing operations to drive growth and profitability for EASE Logistics Services. They will be responsible for putting market analysis and projection strategies in place for short and long-term pricing, as well as being responsible for communicating market dynamics and implications to the organization.

ESSENTIAL DUTIES

- Develop and implement comprehensive pricing and bidding strategies to optimize revenue, profitability, and market share.
- Collaborate with Solutions, Business and Logistics Operations teams to gather and analyze data, identify trends, and propose data-driven shifts in strategy execution.
- Manage the bid and RFQ process, ensuring accuracy, competitiveness, and compliance with company guidelines and customer requirements.
- Monitor and communicate industry trends, competitor pricing, and market dynamics to ensure EASE Logistics Services maintains a competitive edge.
- Work with analytics to create and maintain pricing models, tools, and systems to streamline pricing processes and improve decision-making.
- Continuously assess and refine pricing strategies based on performance metrics, customer feedback, and market changes to ensure success across customers.
- Foster a data-driven culture within the organization and leverage analytics to drive decision-making and enhance pricing capabilities.
- Provide regular reports and updates to senior management, detailing pricing and bidding performance and recommending improvements as needed.
- Regularly review and update standard operating procedures (SOPs) for the pricing and bid management functions to ensure efficiency, effectiveness, and compliance.
- Establish and monitor key performance indicators (KPIs) for pricing and bid management functions, ensuring continuous improvement and alignment with the company's strategic objectives.
- Foster a culture of continuous improvement, innovation, and learning within the pricing and bid management team, encouraging the adoption of best practices and new technologies to enhance performance and efficiency.

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PROFESSIONAL

- Ability to adapt and work in a fast-paced environment.
- Build and foster an environment of teamwork, integrity, and leadership.
- Communicate, written and verbal, in a manner that is respectful, professional, and polite.
- Demonstrate efficient time management skills by being punctual and reliable.
- Keep work station clean and free of clutter.

WORK ENVIRONMENT

- The physical environment requires the employee to work in an open office setting with regulated temperatures, where many people are on the phone for long periods.

PHYSICAL DEMANDS

- Sitting or standing at a desk, typing, looking at multiple computer screens, and responding to inbound/outbound phone calls, emails, and instant messages throughout the day.
- Occasionally may need to bend, stand, or lift up to 10 lbs.

POSITION TYPE AND EXPECTED HOURS OF WORK

- This position is full-time. Employees typically work Monday-Friday, typical working hours (with an hour lunch), 40+ hours per week, as business demands.
- This role is expected to work outside of typical business hours as business needs dictate.

TRAVEL

- This position would require minimal to no travel. Employees may travel to work-related conferences, trainings, events, etc. *Employees may travel on occasion to take a new customer out to an event or dinner if the opportunity presents itself.*

QUALIFICATIONS**Education**

- Bachelor's degree in business, finance, economics, or a related field required
- A minimum of 4 years of experience in pricing, bid management, or a similar role, preferably within the logistics or supply chain industry.

Experience

- Strong analytical, strategic thinking, and problem-solving skills, with the ability to turn complex data into actionable insights.

Knowledge, Skills, & Abilities

- Proficient in Microsoft Office Suite, particularly Excel, and experience with pricing software or tools.
- Demonstrated leadership skills, with the ability to effectively communicate and collaborate with cross-functional teams.
- Excellent negotiation and presentation skills.
- Strong project management abilities and experience managing multiple priorities and deadlines.
- Attention to detail, with a focus on accuracy and compliance in a fast-paced, dynamic environment.

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- Proven track record of driving revenue and profitability growth through the successful implementation of pricing and bidding strategies.
- In-depth knowledge of the logistics and supply chain industry, as well as an understanding of market trends, customer needs, and competitive landscape.