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Revenue Management Pricing Specialist

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Company: UPS

Location: İstanbul

Category: other-general

Job Description

Job Summary

This position reviews incentive requests for accuracy. He/She conducts analysis and prepares agreements for approval using revenue management tools to ensure UPS's approval guidelines have been met. This position supports the sales team in their efforts to grow profitable volume through incentive proposals, answers pricing-related questions, and provides supplemental information to sales during the pricing appeal process.

Responsibilities:

Develops appropriate pricing strategies for individual accounts.

Develops and implements incentive agreements.

Compares and benchmarks sales requests to competitive market rates for similar type accounts.

Ensures compliance with UPS revenue management policies and profitability goals.

Completes analysis in support of pricing analyst with basic direction.

Obtains knowledge of pricing systems and tools to accurately monitor proposals through the bid cycle.

Works with appropriate internal systems to ensure timely and accurate pricing implementation.

Qualifications:

Bachelor's Degree or International equivalent - Preferred

Bachelor's Degree or International equivalent in Finance, Accounting, Math, Economics or related field - Preferred

Proficient in Microsoft Office Word, PowerPoint, and Excel

Strong interpersonal, written, and verbal communication skills

Understands basic financial terminology and concepts

Employee Type:

Permanent

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