



## **Straube Associates**

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[www.StraubeAssociates.com](http://www.StraubeAssociates.com)

### ***Strategic Pricing Director*** ***Security Products***

#### *The Company*

**Straube Associates**, a nationally recognized executive search firm since 1986, has been retained to recruit a **Strategic Pricing Director** (a *NEW position*) for our client, a growing, solid, fast-track \$1 + Billion international security products company . Our client, a division of a Fortune 500 Corporation, is experiencing unprecedented growth providing unlimited opportunities to their customers and employees. This is an “outstanding opportunity” with an excellent opportunity to significantly impact the bottom line of the organization. The position will be based at company headquarters in the *Greater Boston area*.

#### *The Position*

The **Strategic Pricing Director** will report to the Vice President of Marketing. He/she will be responsible for the strategic pricing process and provide support where required for Transactional Pricing Process. The **Strategic Pricing Director** will have a key role in recommending strategies for how products are priced in order to stay competitive while meeting key internal targets. He/she will be responsible for establishing an annual pricing review for all product lines, perform Macro and Micro Economic analysis, and manage the entire VoC process with key customer segments. Work with the Product Line teams, Finance and Marketing Operations and provide clear communication to all stakeholders.

#### *Experience*

- 10 + years prior experience in Strategic Pricing of Products, Services, or Software Licenses.
- Minimum of 5 years of experience in Transactional (tactical) Pricing.
- 3 + years of experience within a Blue Chip / Fortune 500 environment.
- Experience in dealing with global operations.
- Strong understanding of pricing tools and methodologies (including Price Performance Curves / Value Mapping, and Economic Estimation Model and the Van Westendorp Price Sensitivity Meter) .
- Competency in SPSS/SAP or other Statistical Analysis Tools.

#### *Success Factors*

- Excellent verbal and written communication skills and interpersonal skills.
- Experience in customer segmentation analysis. .
- Experience of pricing within BAAN or JDE ERP systems. .
- Highly competent in Microsoft Excel, Power Point, Word and SharePoint.

#### *Education*

- Bachelor’s degree in Business, Economics, Marketing or Finance.
- MBA or advanced education is a plus.

#### *Salary/Benefits*

Compensation will be based on the experience and qualifications the candidate brings to the position and will include:

- A competitive *base salary, bonus, and an excellent comprehensive benefits plan*.
- Relocation assistance available as required.

Email resume with salary history to [SStraube@StraubeAssociates.com](mailto:SStraube@StraubeAssociates.com)

Attention: **Strategic Pricing Director SEARCH**