
Job Posting Sr. Pricing Analyst

Position Overview

The Senior Pricing Analyst is responsible for overseeing project pricing, assisting in the business development of key pricing strategies, and negotiating rates for key accounts and vendors within the Home Trial Services and Data Services divisions within Firma. The Senior Pricing Analyst plays a vital role in support of vendor contracting through negotiating rates, hours, and terms. They follow strategic proposals through the process of award and contract, including negotiation of financials and key contract terms. They will work across internal groups to ensure the operationalization of the programs are consistent with pricing and contract terms.

Primary Responsibilities:

To perform this job successfully, the incumbent must be able to satisfactorily perform the essential functions of the role without or with reasonable accommodations. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

Essential Functions:

- Provide subject matter expertise on pricing strategy and executions, working closely with business partners within Finance, Vendor Management, and Sales operations on pricing decisions
- Drive continual improvements in tools and processes; assess current state, diagnose gaps, gather feedback from business partners, and develop plans to make improvements
- Create and contribute to the development of various pricing and data analytics tools
- Oversee project estimates for new and existing projects, including pricing and margin analysis on high profile projects
- Develop business terms and pricing strategy with senior management
- Maintain and support client relationships through ongoing financial and contractual support
- Perform regular cost analysis to ensure consistent project profitability
- Review, redline and negotiate contracts and contract amendments
- Oversee project budget tracking and perform ad-hoc analysis to assist client budgeting
- Work directly with Contracts and Proposal Managers, Project Managers, and Legal in connection with contract review and analysis
- Create vendor budgets using Firma pricing and perform profit analysis against estimates
- Involved in vendor rate negotiations and vendor contracts (MSAs and SOWs)

Note: This list is not intended to be an exhaustive list of duties and responsibilities. There may be other duties as assigned.

Qualifications Including Education, Experience, and Skills

- Bachelor's Degree in Finance, or accounting or equivalent defined as a minimum of 6 years related, combined experience in employment, education, knowledge, and skills that will enable the incumbent to competently perform the duties of the role
- A minimum of 5 years of work experience in pricing or financial analysis in pharmaceuticals or clinical research industry, global experience is strongly preferred
- Microsoft Office & PDF proficiency (including strong Word and advanced Excel skills)
- Strong interpersonal skills with the ability to interact with all levels of employees
- Ability to work in a dynamic work environment.
- Strong analytical & quantitative abilities
- Excellent presentation, communication, and analytical skills
- Ability to multi-task
- Strong attention to detail
- Ability to provide a proactive approach to job duties and to work, at times, with minimal supervision

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