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Pricing Analyst

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Company: KBR, Inc

Location: Canberra

Category: other-general

locations Canberra, Australian Capital Territory, Australia Adelaide, South Australia, Australia Melbourne, Victoria, Australia time type Full time posted on Posted Yesterday job requisition id R2082835 Title: Pricing Analyst KBR Government Solutions APAC From individual technologies and services to comprehensive project delivery and mission execution, no other company can match the breadth and depth of KBR. Our strength as an Australian company is demonstrated through more than 60 years of successful project and solution delivery. Headquartered in Canberra, KBR comprises a diverse team who provide a broad spectrum of capabilities across Australia and the Asia Pacific. Our proven project teams readily address complex and multi-disciplinary activities, providing a low-risk and cost-effective service to our customers. Our combined experience and expertise delivers the right solutions, technology and equipment at the right time. Mission and Scope As Pricing Analyst provide pricing management and analysis in collaboration with the line of business, finance S&SD and EPMO teams to ensure accuracy and integrity of business pricing activity for the GS APAC business. The pricing Analyst is responsible for supporting and guiding the determination of competitive pricing strategies to gain market share and achieve revenue goals, including data analysis of multiple sources, develop complex pricing models, and collaborate with sales and marketing teams to develop sales strategies. Uses experience and problem solving skills to develop and improve processes. Provides guidance to less experienced team members and operations staff. This position is a Permanent, Full-Time opportunity and can be based in either Canberra, Melbourne or Brisbane. Responsibilities The key responsibilities of the role will include, but is not

limited to: Collaborating with the GS APAC Lines of Business, Accounting Business Partners and the Sales and Strategy team to deliver competitive and business sustainable outcomes through the Sales and Strategy lifecycle. Analyzing competitor pricing, preparing market share and revenue forecasts, and comparing the outcomes of different pricing strategies. Assessing data from a variety of sources to gain insights into pricing strategies and market trends. Analyzing competitor pricing and market trends to increase market share and profitability. Tracking customer engagement to develop effective pricing strategies for products and offerings. Applying statistical modeling methods to determine the potential impact of pricing strategies on profitability. Recommending pricing strategies that align closely with market trends and identifying new market segments. Forecasting revenue and market share based on market trends, production costs, profit margins, and sales volumes. Collaborating with sales and marketing departments on developing and implementing competitive pricing strategies. Developing dynamic pricing tools to effectively respond to changing market needs and trends. Preparing and presenting pricing analysis findings to executives, marketing teams, and sales staff. Keeping informed on pricing analysis methods and industry trends. Preparation of reports on the performance of Line of Business or specific projects to monitor results. Preparation and mitigation of risk as it relates to pricing activities. Work with the leadership team to develop and improve performance. Analyse the performance and propose action plans to improve profitability and cash generation. corrective action plans as required. Support the development of changes to business operations in order to support BAU financial reconciliation activity. Other reasonable tasks as assigned relevant to this appointment, skill set and experience.

Qualifications, Skills and Experience

A bachelor's degree in mathematics, statistics, finance, economics, or in a related field. A minimum of five years' experience as a pricing analyst in a similar industry. Experience with business intelligence (BI) software. In-depth knowledge of statistical methods and data analysis. Extensive experience in analyzing pricing strategies and forecasting revenue and market share. Experience in collaborating on pricing strategies with sales and marketing departments. Ability to keep abreast of industry trends and develop dynamic pricing tools. Advanced ability to present pricing analysis reports to relevant stakeholders. Excellent analytical and communication skills. Sound knowledge of quantitative and qualitative data analysis methods and experience in a similar role. Strong ability to translate pricing data into actionable profit-enhancing strategies. High levels of flexibility, adaptability and learning agility. Knowledge of CASG/Defence/Aus Government pricing and

procurement policies
Solid problem solving skills and persistence in the face of obstacles
Ability to build trusted relationships at all levels
Ability to manage a high volume of workload and prioritise effectively
Ability to obtain a Defence Security Clearance
A master's degree in business administration will be advantageous.
What we will offer you:
A workplace culture certified as a Great Place To Work
Competitive salary (including annual reviews)
Paid parental leave
Income protection
Corporate rewards
Salary packaging/Novated leasing
Employee stock purchase plans
Flu shots, skin checks and discounted private health insurance
Career development: Online learning, mentorship and career pathways
#LI-NG1
About Us
KBR — Delivering Solutions, Changing the World.
KBR brings together the best and brightest to deliver science, technology and engineering solutions that help governments and companies around the world accomplish their most critical missions and objectives.
In everything we do, we are guided by our ONE KBR Values:
We Value Our People – We create diverse, inclusive environments in which each person can feel safe, respected and valued, and where everyone has opportunities to grow and reach their full potential.
We Deliver – We are uncompromising in our commitment to deliver innovative, high-quality, technology-led solutions for our customers and exceptional, sustainable value for all our stakeholders.
We Are People of Integrity – We value honesty, trust, courage, fairness, prudence and tenacity. We believe doing what's right for the planet, the communities where we work, and our people is good for business.
We Empower – We empower our people with a shared purpose, the right tools and the supportive culture they need to be proactive decision-makers, to be adaptive to change, and to succeed.
We Are a Team of Teams – We have a will to succeed, but we value the achievements of our team of teams over individual accomplishments. Our collective focus makes us a better, stronger, more effective company.
We have also embedded environmental, social and governance (ESG) principles in every business operation and corporate function. Not only are we committed to operating safely, sustainably and equitably, but we are also committed to using our capabilities and expertise to help our customers accomplish their sustainability goals.
Worldwide, KBR employs a diverse workforce approximately 29,000 people strong, with customers in more than 80 countries and operations in 40 countries.
At KBR, We Deliver.
Fraud has infiltrated the job placement market via the internet, email and direct phone contact. Attempts have included unauthorized use of KBR's name and logo to solicit potential job seekers or to extend false job offers. Bad actors may mix in fake job advertisements with legitimate postings. These ads can include contact instructions and require job seekers to send sensitive

personal information or money to pay for visa applications, processing fees, etc., in exchange for consideration for a high-paying position. KBR will never ask for any sort of advance payment as part of the recruiting/hiring process. Candidate profiles are carefully managed to protect personal information.

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