

Australia Jobs Expertini®

Pricing Business Consultant

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Company: Myob Group Limited

Location: Haymarket

Category: other-general

We're MYOB, a business management platform designed to unleash the potential of businesses across Australia and New Zealand! As the #originalstartup, our roots are in finance and accounting software, but today we are so much more. We help our Aussie and Kiwi customers unleash their full potential, giving them the tools to Start, Survive and Succeed: all in the one place.

We're always on the hunt for those who bring a different perspective, diversity of thought and the drive to make our culture even better. Take your career to a new dimension at MYOB.

About the Team

Overflowing with expertise, Group Services keeps MYOB highly tuned and up and running. Made up of several specialised teams including commercial, finance, legal and risk, these are the professionals who drive our business performance, while always ensuring we've dotted our I's and crossed our T's!

You'll be part of a Pricing team responsible for the development, execution and optimisation of SaaS and Platform pricing strategies across our business. The goal is simple: ensure that price is linked to the value received by our customers.

The Opportunity

Come and broaden your experience in a collaborative and inspiring environment, in this hands-on role, which gives you high exposure across all our business teams, and contributes to our growth goals. Reporting to the Head of Pricing, some of your key responsibilities will include:

- Reviewing and evaluating tactical pricing initiatives using technical modelling and analysis

skills

- Engaging with relevant partners around approval, execution, and implementation of pricing initiatives, including Product, Go-to-Market, Care and Support, Delivery and our sales channels

- Managing pricing models over their lifecycle, from assisting with the development of new models, right through to the products' end-of-life

- Formulating, executing and optimising on our go-forward (BAU) pricing strategy, ensuring we continue to balance price with customer value, and our ability to acquire new customers

- Monitor, understand and consider the competitive landscape and its impact on MYOB's

Pricing

- Ensure clarity of communication around our pricing approach to all relevant business partners and customers

- Implement next-in-class pricing practices and methodologies

The Pricing Business Consultant will also work with the Technical Pricing team to ensure Line-of-Business -related pricing initiatives work as intended, as well as assisting the broader Pricing Function with more strategic work (new pricing models, platform pricing opportunities).

About You

You don't necessarily need to have a CV bursting with B2B SaaS pricing experience, but it certainly wouldn't go astray. We're also looking for someone with:

- Strong diplomacy and communication skills, with consistent track record of establishing and maintaining multiple relationships to a high level of effectiveness

- The ability to influence effective decisions that motivate change, as well as increasing customer retention, revenue, or profitability

- The ability to work with a growth attitude and succeed in a cross functional team environment, and successfully deliver planned outcomes

- Time management and planning skills, and the ability to effectively prioritise projects and pieces of work, learn quickly and adapt in a dynamic environment

- Excellent numerical and analytical skills, with an attention to detail, the ability to interpret sophisticated sets of data & draw insightful conclusions using Microsoft Excel, PowerPoint and Word, as well as analytical tools such as Tableau

- MYOB product knowledge gained from working in a Small or Medium -sized Accounting or Bookkeeping Practice would also be favourably viewed

Our Culture & Benefits

Our values have stood the test of time. If you want to work and collaborate where opinions are valued, and your ideas can make a difference, come to a place where Your Work Matters.

See what it's like to work at MYOB and what we're all about.

Do your best work in a flexible work environment, right down to financial assistance to set up your home office...it's called Flexperience, and it's designed by you and your team!

Our partnership with Smiling Mind helps support the wellbeing of our team members and customers

Drive your own learning via conferences, in-house training, LinkedIn Learning, study assistance and a strong focus on leaders creating a learning environment

A multitude of leave options including up to an additional four weeks of purchased leave, generous parental leave, domestic violence leave, transgender leave, volunteer leave, study leave, plus more!

Communities built around 'Wellness', 'Belonging' and the 'Planet' where you can make a meaningful contribution

Access to best-in-class discounts and vouchers from leading retailers, and a lot more.

We are proud to be a Circle Back Initiative Employer and we commit to responding to every applicant.

MYOB are an equal opportunity employer and we champion diversity. Don't meet every single requirement of this role? Still apply! Research tells us that women and underrepresented groups are less likely to apply unless they meet every single requirement.

At MYOB we believe that the right hire is someone who makes an addition to our culture, rather than someone who fits in and conforms to our status quo. Moving to

'CultureAdd' means adding team members who not only value MYOB's standards and workplace culture, but also bring an aspect of diversity that positively contributes to MYOB. So, if you're excited about this role, or about MYOB, we'd still love to hear from you! #J-18808-Ljbfrr

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