

Expert Pricing - Islamabad

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Company: Veon Group

Location: Islamabad

Category: other-general

Jazz is looking for a self-driven individual who wants to be part of a fast-paced team with the ambition to learn and grow. Pricing Expert is someone who has the ability to develop product ideas and convert them into tangible results to grow and sustain the business. The person is expected to keep a pulse check on Business KPIs through regular monitoring and raise red flags in a timely manner whenever required. The individual should be capable of providing the complete story behind the company performance combining insights from analytics, research and CEX based findings through behavioral assessment. The individual should have sound business analytical, product development, project management and relationship management skills; these skills are the cornerstone for this job role.

The role reports directly to the Head of Pricing in a team of 5 members (including Department Head).

What Expert Pricing does?

Key Roles

Recommend ways to develop pricing strategy of all B2C and B2B portfolio ensuring achievement of business objectives

Recommend & develop new strategies on how to retain and bring new customers

Using analytical skills design action plan for achievement of sales targets, reduce churn, improve subscriber retention and dormancy trends

Review the developed business cases for all new launches and change in existing products/projects

Monitor competitors pricing for similar products/services and recommend corrective action

Work with various segments to conduct BTL activities to increase usage and customer engagement

Have the ability to individually steer or lead projects towards achieving the end goal

Identify growth opportunities and create comprehensive plans for achievement of growth objectives

Monitor revenue, subscriber and traffic trends and coordinate with the relevant segments to propose action plan in case of gap identification and raise early warnings for performance management.

Review and enhance the defined pricing dynamics for B2C and B2B Voice, SMS, Data, VAS and digital products taking into account internal costs, competition, regulation, and market constraints

Determine feasibility of new products and determine optimal pricing

Review post product/price change impact for all pricing initiatives and propose optimal way forward

Manage network load through product changes, ensuring cellular traffic to remain within network capacity constraints

Foresee innovative opportunities and projects to attract new customers and gain competitive edge

To closely monitor competitor performance and maintain/increase revenue and subscriber market shares

Creating a 360 degree view on business problems incorporating both qualitative and quantitative angles in order to propose solutions

Prepare periodic revenue outlook in comparison with relevant benchmarks

Ability to develop and deliver end to end Business Model for Grow Forecasting

To co-ordinate with the regulator to secure approvals for effective launch of new/existing product changes

Jazz is an equal opportunity employer. We celebrate, support, and thrive on diversity and are committed to creating an inclusive environment for all employees.

Requirements

What are we looking for and what does it require to be Pricing Expert?

Experience in Analytics & Strategy, Segment management, Product design and development

5 years of relevant experience (preferably in Pricing, Segments or Marketing)

Proficient in using Microsoft Office

MBA from a reputed University will be preferred

Ability to build strong relationships with External Teams: Regional Sales Teams

Strong analytical and problem-solving skills

Soft skills and technical skills required

Strong presentation and communication skills

Ability to build strong relationships with Internal Teams: Finance, Marketing, Tech, Sales, PD

As one of the leading employers in the country, Jazz epitomizes the philosophy that each Jazz employee is passionately living a better every day inspired and enabled by visionary leadership, a unique professional culture, a flourishing lifestyle, and continuous learning and development.

Our core values include qualities essential for a positive organizational culture - truthfully guiding entrepreneurial and innovative mindsets, harnessing professional and interpersonal collaboration, and fostering across-the-board customer-obsession.

As one of the largest private sector organizations in Pakistan, our objective is to continue to change the lives of our 75+ million customers for the better. This is an opportunity for someone who wants to be part of something transformative, someone who can play a critical role in driving our success. Together, we can empower millions more with the tools necessary to progress in an increasingly digital economy.#J-18808-Ljbffr

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