



HiRel Pricing Manager

Job description

IR HiRel is currently looking for a Pricing Manager that will contribute to the HiRel divisions long-term growth and profitability through value based pricing. As the HiRel Pricing Manager, you will be responsible for the execution of HiRel's pricing strategy for multiple product lines in multiple high value (space, defense, undersea, and medical) market segments. We are looking for the right candidate with a passion for pricing and a desire for growth. The position will be remote or within one of IR HiRel's core locations in CA, TX, AZ, or MA.

In your new role you will:

- In close collaboration with Sales and Product Marketing; **lead customer value pricing strategies, develop and maintain value bridges**
- **Drive pricing strategy, monitor implementation, and evaluate performance** on an ongoing basis, providing recommendations to improve pricing realization
- Support the **annual strategic planning process**, by building in pricing financial targets in close collaboration with Sr. Leadership
- **Monitor data for insights in competitors** for early indications of competitors /customer/market moves and provide proactive, data-backed recommendations
- **Develop pricing recommendations** (proposed prices and overall impact) based on analyses and understanding of implications to overall business objectives
- **Present and facilitate discussion on pricing recommendations** to cross functional teams and lead quarterly Pricing Business Review with Senior Leaders
- **Own pricing strategy, pricing negotiation, and monitor performance** to contract for all contracts

Profile

You are best equipped for this task if you have:

- Bachelor's Degree in Account/Finance, MBA or CPA
- Ability to drive thought leadership in pricing
- 6+ years progressive responsibility in marketing, finance, pricing, P&L leader, or similar function
- Proven ability to formulate pricing strategies that enhance brand value for customers and consumers and connect with the overall strategy of the business
- Strong project management skills and drive for results, ability to translate analytical findings into actionable solutions and processes
- Strong analytical, quantitative, and financial modelling skills including the ability to effectively utilize data from multiple sources to drive decisions

At a glance

Location: **Dallas, TX (United States)**
Job ID: **321479**
Start date: **Sep 06, 2021**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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- Strong financial acumen, including the ability to optimize business results and achieving top and bottom-line growth targets
- Results-oriented mindset with the ability to initiate and lead projects to completion
- Ability to lead by example, with a "roll-up the sleeves", hands-on style that supports a culture of accountability
- Strong verbal and written communication skills - comfortable communicating the complexities of pricing at very senior levels within the organization
- Computer skills: MS Windows, including advanced Excel and PowerPoint experience

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Our leading-edge power devices make chargers, adapters, power sources and lighting systems smarter, smaller, lighter and more energy-efficient. Our trusted sensors increase the context sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

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