

JOB DESCRIPTION

ROLE: Pricing & Commercial Analyst.

SALARY AND BENEFITS: Negotiable.

REPORTS TO: Buying Manager.

LOCATION: Vadodara, India.

JOB TIMING: 09:00am to 06:00pm **OR** 10:00am to 07:00pm (UK time).

PRIMARY RESPONSIBILITIES

This role is responsible to prepare monthly price lists with an aim of achieving optimum sales with a reasonable profit. Set up best pricing mechanism with in-depth market knowledge for the better output.

SECONDARY RESPONSIBILITIES

- Knowledge of pricing information based on reimbursement prices criteria such as Category M and PPRS.
- Competitor's information.
- Preparing monthly price-lists.
- Monitoring and rectifying pricing errors.
- Analysing and monitoring product wise margins.
- Strategic to increase existing and new business.
- Providing accurate market information.
- Increasing market share in existing markets and maximise new business development opportunities.
- Excellent analytical skills.
- Good planning and organisational skills.
- Product wise promotion strategy which suits company at the best.
- Sales overview of overstocks, short dated & profitable products.
- Any other duties as required.

ESSENTIAL EXPERIENCE, SKILLS AND ABILITIES

- Essential pharmaceutical knowledge.
- Competent to Microsoft Excel skill.
- Proven commercial capability.
- Excellent Communication skill.
- Management Information and IT.
- Sharing ideas and facts.
- Numerate and analytical.
- Ability to take initiative and complete tasks efficiently and accurately.
- Co-ordination with sales and purchase team.
- Ability to work calmly under pressure.
- Delivering results.
- Managing relationships.
- Decision making and problem skill.
- Good planning and organisational skill.
- High degree of self-motivation, self-discipline and enthusiasm to succeed.
- Good at budget and report writing skill.
- Sound business acumen.
- The ability to bring the company's vision into life.
- Miscellaneous commercial projects.