

The **2GO Group** is a full service placement firm specializing in finance, accounting and IT professionals that offers contingent and retained search services through its four brands: CFOs2GO, Accountants2GO, CIOs2GO and IT2GO. We customize staffing and consulting solutions for companies ranging from emerging growth to Fortune 500. Services include: Direct Hire, Contract Staffing and Consulting. The firm provides local market expertise in Northern California employment markets and utilizes its partners and a network of consulting finance and IT professionals to provide local representation in virtually every U.S. metropolitan area.

GLOBAL STRATEGY & PRICING ANALYST, SAN FRANCISCO, CA

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Our client is an e-commerce company, headquartered in the Netherlands, connecting merchants and consumers, enabling businesses everywhere to go further beyond today's boundaries and creating the future of global commerce. They are the trusted partner of over 65,000 small and large merchants who rely on them to make payments easy and secure for their customers.

POSITION DESCRIPTION

As a member of the Global Strategy & Pricing Team, you will support and execute on pricing strategies by providing guidance and approval to the Commercial and Product teams. Working cross-functionally in the company, you will use a value-based pricing approach to help develop forward-thinking pricing strategies that optimize revenue and profitability and drive margin expansion for the company. We're looking for an energetic professional who is passionate about improving pricing and its processes and making a difference.

ESSENTIAL FUNCTIONS

- Support deal pricing by providing guidance & analytics to Sales/Account Management in the contract negotiation of financial and business terms. Requires modelling, sensitivity analysis and negotiation support for business partners including alignment with multiple internal partners. Coordinate and finalize financial terms in legal contracts.
- Support our price to value and product life cycle pricing process by coordinating inputs with a cross functional team of stakeholders to develop sustainable business strategies
- Evaluate merchant performance and identify profit improvement opportunities. This includes optimizing transaction acceptance rates and/or lower interchange, scheme fees or other transaction processing costs.
- Perform strategic analyses & benchmarking on key metrics including revenues, costs, margins and investment returns for merchants, industries and geographies
- Support the development of processes, tools, reporting and analytical insight to improve bid processes, efficiency and effectiveness
- Conduct price sensitivity analysis and develop merchant segmentation strategy to recommend and set pricing that maximizes revenue and profit across channels and merchants. Provide updates to internal business partners on competitive pricing practices to develop knowledge & understanding. Promotion of a profitability mindset across the organization through trainings and workshops.

REQUIREMENTS

- At minimum holding a Bachelor's degree in Business, Economics, Finance or related quantitative degree. MBA or relevant advanced degree a plus.
- Strong interpersonal skills: the ability to build relationships, a good listener with outstanding interpersonal influencing qualities and a natural, effective consultative style; independent/flexible problem-solver with ability to positively cope with change
- Highly analytical with strong financial modelling skills and a solid understanding of financial evaluation methods.
- Ability to work independently, deal with ambiguity, and meet deadlines in a fast moving environment focused on results.

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- Excellent English written, presentation and verbal communication skills demonstrating the ability to communicate effectively to both peers and senior executive levels, foreign languages are a plus.
 - Solution oriented with the ability to operate in a highly complex cross-functional and matrixed organization structure to drive direction, decision making, and priorities.

COMPENSATION

\$90,000 plus traditional benefits.

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