Staples, Inc.

Title: Pricing Analyst

Location: New York, NY

Job Type: Full-Time (Entry-Level)

Compensation Type: Salary

Start Date: 5/1/2017

Job Description: Staples Advantage is a $6B+ channel serving medium & large business customers. Given the size and maturity of this channel, the Analyst - Pricing will play an important role in further defining this channel and in building this business.

The Pricing Analyst supports both internal and external Staples Advantage customers. This associate will ensure that Staples is achieving sales and profitability goals while ensuring that the pricing terms & conditions in legal-contracts are adhered to. This associate must be an analytical thinker & problem solver; and be able to work in a fast-paced environment where priorities often shift.

This may include, but is not limited to, developing, maintaining and administering pricing strategies to acquire and/or retain corporate accounts, as well as management/administration of custom, catalog (or program), non-core & cross-portfolio pricing components.

Primary Responsibilities:

The Pricing Analyst will be responsible for following pricing policies, publishing reports that provide insight into the Staples Advantage contract business, executing on plans to improve selling profits & shaping demand across Staples Advantage customers.

- Work directly with Contract Sales teams in a consultative role in creating custom pricing models.
- Identify and explain pricing and margin trends. Partner with Contract Sales teams to resolve anomalies. Make recommendations related to optimization of prices & products.
- Create management reporting as needed to assist in understanding of changing sales/margin/mix of business and to analyze and track best practices; create processes and measurements to quantify the results of actions as it relates to price setting or changes.
- Design customer specific Profitability Plans.
- Generate customer file structures to be utilized in negotiations, rollout and account management.
- Coordinate pricing-related implementation activities (pricing, rebates, bid costs, etc).
- Continuously refine and improve the item specific details and strategies based on the competitive landscape and assortment planning.
- Assist / lead special projects, ad hoc analysis etc.
- Influence market and sales leaders to leverage new tools and strategies
- Share best practices with other business units.
• Assist field sales support in all tasks related to setting & managing sell prices
• Work directly with Contract Sales teams in a consultative role in creating custom pricing models.
• Develop understanding of product category structure and how initiatives will influence customer/pricing behavior.


Disclaimer Information

About the organization: Staples is the world’s largest office products company, one of the largest internet retailer and a trusted source of office solutions. By expanding our product assortment and making shopping and saving easier than ever, we’re helping customers make more happen every day. And it’s our mission to make more happen for associates, local communities and even the planet — through programs, policies and the values we live by. Staples is headquartered outside of Boston. More information about Staples (Nasdaq: SPLS) is available at www.staples.com/media.

Disclaimer information: Staples is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regards to race, color, religion, sex, national origin, protected veteran status, disability, or any other basis protected by federal, state, or local law.