



Commercial Vehicle Group, Inc. (CVGI) is a diversified industrial company that provides seating systems, electro-mechanical assemblies, wire harnesses, plastic parts, engineered structures, panel assemblies, and warehouse automation subsystems for many markets including ecommerce, e-tailing, trucking, last-mile delivery, electric vehicles, military equipment, warehouse equipment, buses, construction equipment, agricultural vehicles, specialty transportation vehicles, mining, industrial equipment and off-road recreational markets.

We are currently seeking a **Pricing Manager** at our New Albany, OH facility.

In this role, the incumbent will:

- Provide thorough analytical breakdowns of pricing structures in each of our segments and product lines
- Perform competitor analysis (“share of wallet”) on products and segments
- Identify specific strategies used in current pricing models based on the different end markets (consumer, industrial, etc.)
- Maintain pricing models for customers and product categories.
- Synthesize external trends with internal data, including material costs, production costs, prices of products currently on the market, advertising & promotional costs with current financial margins and budget targets.
- Identify ideal pricing structures and suggest areas to improve profitability
- Assist with value chain analysis for the business and help to deliver key metrics to support improved service, cost reductions or product differentiation
- Support financial analysis behind the delivery of new products and the NPD process via a target cost of goods
- Draft strategic pricing plans and processes to improve existing projects
- Conduct analyses and rapidly drive to actionable insights
- Evaluate historical prices, analyze win/loss ratios, and develop guidance on where to play
- Analyze current and future pricing deals, refine deal scoring parameters, drive deal approval within the defined governance structure
- Create reports reflecting metrics and project status, objectives, and barriers
- Communicate findings effectively to relevant teams in the company
- Work with the sales and marketing team to define pricing structure for company products
- Address issues and concerns raised by team members relating to pricing suggestions
- Ability to navigate and influence in a process where differing stakeholders can (and will) have conflicting and differing needs
- Participate on special teams and complete additional tasks as needed.

Requirements:

- Bachelor’s degree in business (economics, accounting, finance) or statistics/mathematics and 3+ years of experience in business analytics
- Experience with SQL (or other database tools) and business intelligence/visualization tools (i.e. Tableau, Power BI) is required



- Excellent verbal and written communication skills with keen ability to explain and present information in a clear and concise manner
- Experience as a pricing manager or analyst in a manufacturing or consumer-packaged goods business preferred
- Analytical and data-driven mindset
- Strong analytical and research skills
- Effective reporting and presentation skills; Ability to influence by using data, facts, and insights
- Enthusiastic and proactive team player who can work cross-functionally

This position is not available for sponsorship currently.

Our eligible associates enjoy competitive wages and benefit package including comprehensive medical, dental, vision, 401(k) plan, company paid life insurance, paid holiday, and vacation time off.

Resumes may be submitted as directed below. Include the job title in all submissions.

Email:
HR@cvgrp.com

Fax:
614-289-0377

Mail:
CVG, Inc.,
Attn: Human Resources
7800 Walton Parkway
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Different people approach opportunities and challenges differently which improves outcomes for customers, employees, and shareholders. CVG is committed to diversity and inclusion and welcomes qualified applications without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status or any or any other status protected by law.