

Job Title: Pricing Analyst

Department: Finance/ Commercial

Reporting Line: Pricing Manager

Job Objective: Develop a clear understanding of all competitive wholesale pricing in the African wholesale data services market. Measure WIOCC's pricing strategy against major competitor price movements and ensure that WIOCC's bespoke service offers are commercially competitive against its core competition. Ensure that WIOCC's pricing and service offerings are returning profits in line with WIOCC's corporate targets.

1. Key Duties & Responsibilities

- Develop a clear understanding of WIOCC's services, pricing and positioning in the wholesale data services market
- Ensure accurate competitor prices are sourced from customers, sales and other external agents
- Bespoke price all requests for special prices originating from sales management
- Ensure sales managers have a clear understanding of WIOCC's price proposition including the supply of possible further negotiation tools
- Develop close working relationships with sales management, bid management, operational, legal and finance to ensure that targeted gross margins are maintained and WIOCC is protected when a client fails to meet certain criteria
- Recommend and advise price responses to competitor's market initiatives to the Pricing Manager and Director of Commercial Operations
- Actively pursue the necessary intel from the local regional markets to derive price and service reference points that are measurable, factual and comparable to WIOCC offerings
- Design, implementation and maintenance of spreadsheet models and software used in the Commercial Pricing area
- Provide data points from partners and competitors in local regional markets to the Pricing Manager to maintain a database of price intel and services to support faster, more accurate responses to the sales team on x-connects, last mile and backhaul services
- For services in Africa, conduct desktop feasibility studies for last mile and long-haul service requirements for costs to be used in bespoke price solutions
- Provide support to the Pricing Manager in proactively collating data on third-party costs, fibre building spends and business cases to motivate internal pricing approval

2. Minimum Qualifications:

- Bachelor's degree in business related field from a recognised university, with a minimum of 2nd class honours upper division
- Holder of CPA, CIMA or ACCA certification
- At least three years of working experience in an accounting and or sales environment
- Excellent Excel and reporting skills
- Experience working in the telecoms industry will be an added advantage, especially understanding of Data Centers, broadband, metro Ethernet, active Ethernet, FTTx, backhaul and national long-distance services

3. Attributes

- Client focused relationship builder
 - Integrity, honest with the highest ethical standards
 - Boundless, passionate, proactive and flexible
 - Highest levels of personal excellence, accuracy, attention to detail, structure and presentation format
 - Self-disciplined, ability to manage own time and availability to sales team and organisation
 - Collaborative, achieve results through teamwork and partnerships
 - Strong analytical skills and ability to collate and interpret data from various sources
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- Fluent in written and oral English, French will be an added advantage
- Good interpersonal skills and the ability to integrate and work within the WIOCC team
- Team leader, manager and motivator

How to Apply

Qualified candidates are encouraged to apply by submitting their updated CV including three referees. The deadline for application is 16th July 2024. Applications should be sent to applications@wiocc.net indicating the job position in the subject line.
