

PRICING MANAGER

PNO is the Nordic's largest trailer rental company. We are a family-owned company established in 1975 with our head office in Copenhagen and branches in Germany, Finland, Sweden, Norway, Denmark, Holland, and Poland.

Our purpose is to lead the transition to sustainable freight, and we are passionate about building the trailer rental business of tomorrow. We evolve our offerings through digital experiences for customers and employees across all our touch points. We are ambitious and want to move fast; this is where you come in.

YOUR OPPORTUNITY

You will work at our Copenhagen office at Nordhavn as part of an experienced team. We work in a flat organizational structure. We expect that you bring your honest self to work every day and are opinionated by experience. However, you will also do your homework to understand the business and listen to any qualified argument.

WHAT YOU'LL BE DOING

As the Pricing Manager at PNO, you will play a pivotal role in shaping the pricing strategy for our products and services to drive revenue growth and optimize profitability. You will collaborate with Finance and the Sales team to build new strategic initiatives, develop pricing models, and enhance the effectiveness of our pricing setup. Therefore, your responsibilities will include more than maintaining and controlling our existing pricing models, tools, and governance. It will also include developing new pricing strategies, e.g., dynamic pricing, to ensure our offerings are competitively positioned in the market. The essential tasks you will be doing are:

- Pricing Models & tools: Update and develop our pricing tool and underlying cost calculation models (all Excel-based). This includes collaborating with most of our organization to align inputs
- Deal Support: Provide calculation support on larger/complex deals, tenders, etc., to our sales organization
- Price governance & follow-up: Controlling the pricing of deals and developing our general price follow-up setup
- Pricing Analytics: Collect and analyze data on market and lost/won deals to identify market sizes, competitor situations, etc.
- Contract Management: Own our CRM and Contract management tools (Pipedrive & GetAccept). This includes ensuring the structures and templates match our current products, pricing, and terms. It also covers handling updates of our terms and conditions.

- Pricing Transformation: Develop new pricing methods to support a more dynamic and data-driven way of setting prices based on customers' current willingness to pay.

WHAT YOU'LL BRING - SKILLS

- Strong numerical and analytical abilities.
- 2-3 years of relevant experience.
- Strong communicative skills to forge connections across diverse organizational units
- Autonomous yet a consummate team collaborator
- A harmonious blend of optimism and humility, coupled with a zeal to drive improvement

BENEFITS

- An organization with smart and thoughtful individuals
- Flat and dynamic organizational culture
- Competitive salary and meaningful work
- Access to training (learning) opportunities
- Company healthcare insurance and pension plan
- Your choice in hardware, whatever equipment helps you get the job done

THE INTERVIEW PROCESS

1. An informal chat with the Strategy Lead, Jonas Ilsøe
2. Interview with our Chief Impact Officer, Solvej.
3. DISC personality assessment test
4. An interview with our CEO, Jacob.

HOW TO APPLY

Send your formal application and resume to our Recruitment Coordinator, Ibrahim Ces, at ibrahim@pnoental.com. We encourage you to view our [videos](#) before submitting your application. We are reviewing applications as they come until we find a match.

PNO is committed to providing employees with a work environment free of discrimination.

We are committed to working with people of every race, color, age, religion, sex, sexual orientation, gender identity/expression, national origin, status as an individual with a disability.