Weidmüller - Your Partner in Industrial Connectivity

Smart Industrial Connectivity: Electrification, automation, digitalization, electrical connection technology, electromobility, and renewable energies are the markets where Weidmüller excels.

As experienced specialists, we offer customers and partners worldwide products, solutions and services in the industrial environment of energy, signals and data. We are shaping the technological challenges of tomorrow and are constantly developing innovative, sustainable and useful solutions for the individual needs of our customers. Together, we set the standards in the field of industrial connectivity.

Your Role as Pricing Specialist

The Pricing Specialist plays a key role in supporting international commercial decision-making by ensuring a consistent pricing approach across global markets and transforming complex data into actionable insights that drive business performance. Working closely with cross-functional teams and stakeholders across different regions, this role contributes to the successful execution of global initiatives and helps strengthen pricing strategies aligned with the company's overall business objectives.

Key Responsibilities

- Maintenance of customer - and hierarchy - specific pricing conditions in SAP for the Weidmueller export countries;
- Review and, if necessary, initiate additional approvals of requested pricing conditions (CRM Condition Requests) for compliance with the global Pricing Guideline;
- Yearly preparation of the price increase files (analysis) for the Business Development Managers / Sales Executives following the general Master Price Lists increase, feedback loops, implementation of the feedback, and generation of future customer price lists;
- Credit Management: releasing credit blocks on a case-by-case basis as well as regular credit limit checks for all export customers;
- Regular calculation of margin refunds for Distributors resulting from a special end customer pricing including alignment with the customers' contact persons;

- Support on yearly bonus agreements for export customers (monitoring and preparation of target achievement which serve as a base for the approvals by the Business Development Managers / Sales Executives);
- Issuing Credit notes for the above-mentioned margin refunds as well as for yearly bonus agreements;
- Ensuring the validity of pricing for export customers managed through Global or Regional Key Accounts by maintaining regular communication with responsible Global Key Account Managers, Sales Managers, and Customer Service teams.

Key Qualifications, Experiences and Knowledge:

Must-have

- Analytical & structured thinking;
- Excel / Power BI proficiency;
- Very good English.

Core

- Communication & teamwork in global setup;
- Degree or equivalent pricing experience.

Nice-to-have

- ERP / CRM knowledge;
- Additional languages.

Personal Skills & Abilities Required:

- Bachelor's degree in business administration, Mathematics, or comparable qualification, or professional experience in a pricing environment;
- Confident use of MS applications, especially Excel and Power BI; basic knowledge of S/4HANA ERP / MS Dynamics CRM is an advantage;
- Very good command of English; additional language skills are an advantage;
- Strong analytical and conceptual skills, with a structured and detail-oriented way of working;

- Team-oriented with strong communication skills (especially in the context of an international team setup and globally distributed stakeholders).

What we offer

- Professional development: you will be part of an international team committed to support you to learn new skills and shape a carreer path that fits you, with access to various learning platforms;
- Onboarding & Integration: we ensure a smooth and efficient integration through a structured onboarding program, complemented by the ongoing support of a collaborative team;
- We prioriteze your well-being: therefore we're granting access to high-quality healthcare services through our comprehensive private medical insurance;
- Meal tickets: we support your everyday routine with meal tickets to make your workdays a little easier and more enjoyable;
- Gifts for Special Ocassions: Easter Holidays, Winter Holidays, 8th of March for our ladies colleagues;
- Flexibility: we support a healthy work-life balance by offering flexible arrangements tailored to your role and responsibilities;
- Bonuses: performance bonuses as a reward of your achievements and referral bonuses as a thank you for helping our team growth.

Meet us here: https://www.weidmueller.ro/ro/index.jsp