**About the role**

|  |  |
| --- | --- |
| **Role**Senior Pricing Analyst | **Location and hours**London35 hours per weekHybrid working with minimum 3 days per week in the office |
| **Level**Senior Expert (individual track) | **Salary**Competitive  |
| **What you’ll be doing**Reporting to the Pricing Manager, the Senior Pricing Analyst is responsible for being the subject expert on pricing, performance, and opportunities across a portfolio of products. The role is key to ensuring that Pricing decisions reflect the changing dynamics within the industry and economy to ensure that changes to the future landscape are considerations in our longer-term pricing approach. With a strong focus on delivering sustainable, affordable customer pricing across a range of vehicles by balancing the needs of customers, manufacturers, and our own business objectives. The role will also support the delivery of the strategic pricing outlook and volume forecasting.Working as part of the Asset Risk Division, you will report to the Pricing Manager with the following responsibilities.* Ownership and subject expert for set model sectors e.g. Mini, MPV, Crossovers, Wheelchair Accessible Vehicles etc
* Support the setting & delivery of the Asset Risk strategy in alignment with the needs of the wider business strategy
* Accountable for negotiation strategies by assessing commercial viability and customer impact of pricing proposals, and working with the wider business to deliver these
* You will have an in-depth knowledge of Motability Operations business model, and the lease pricing inputs, forecasts and risks associated with these
* Support the delivery of the Strategic Pricing outlook and volume forecast across all MO product lines (car, WAV etc), whilst supporting the wider deliverables of the Pricing team
* Collaborate with cross functional teams to ensure the optimum pricing output across the pricing triangle
* Ensure that pricing adheres to MO and Asset Risk governance approach
* Work with AR leadership to deliver overarching AR BAU, AR and MO objectives
* You will form collaborative relationships to ensure the requirements of the Pricing Team are understood, planned and managed for all strategic projects and business as usual activity across the relevant time frames of 12 to 24 months.
* Develop collaborative and enduring relationships with the Asset Risk and wider business leadership team, relevant stakeholders, and be an advocate for Asset Risk and our ways of working
* Be an advocate for Asset Risk, and work with colleagues around the business to promote best practices and skills & knowledge sharing.
* You will proactively engage with relevant 3rd parties (industry bodies, commentators and experts) to develop your understanding of external best practice, industry themes and expertise, and ensure they feed back to Asset Risk appropriately
 |
| **About you*** Ability to coordinate multiple stakeholders, colleagues and deadlines
* Passionate about using systems to support accurate decision making
* Confident in ensuring data accuracy feeding models, insight and outputs
* Ability to explain technical concepts to non-technical stakeholders
* Can understand the business environment, market trends, and the financial impact of decisions to align systems and process enhancements to support the organisation's strategic goals
* Ability to build enduring relationships across the business and influence others
 |
| **Minimum criteria*** Extensive experience of delivering data and insight activities across a group of multiple stakeholders
* Experience of Pricing within a complex business environment

**Who you’ll be working with*** The Asset Risk Leadership to coordinate and deliver on the Asset Risk strategic roadmap & people engagement through the development and embedding of successful ways of working
* The Asset Risk Operational Team in the delivery of your teams outputs
* The wider business (Manufacturer Relations, Finance, RV and SMR, Insurance) to support lease pricing optimisation
 |
|  |
| **We’ll check these**[List any DBS or financial checks they’ll need. Delete this row if there are no checks] |
| **We’re Motability Operations** |
| **About us**We’re the company behind the Motability Scheme. We exist to deliver smart, sustainable solutions that improve our customers’ mobility in a fast-changing world. We’re the UK’s largest car leasing company and we help over 800,000 people get on the road.We employ over 1800 people, across London, Bristol, Edinburgh, and Coalville. We know our people are key to our success, so we aim to create an environment that allows our employees to flourish. We look for highly motivated people with a combination of commercial sense and real enthusiasm to meet our customers' needs. |
| **What we do**We lease a wide range of tailored mobility solutions to people who receive of one of the Government’s qualifying mobility allowances. Our customers choose a car, Wheelchair Accessible Vehicle (WAV), scooter or powered wheelchair that best suits their needs. We take care of their insurance, breakdown, servicing and more, as part of our worry-free package.At the end of the lease, our customers can exchange their vehicle for a brand-new model. Each year we sell and move around 200,000 cars. This makes us the largest supplier of single-source vehicles back into the used car market.The Scheme has been providing affordable, worry-free motoring for over 45 years. We pride ourselves on delivering outstanding customer service, with an independent customer satisfaction rating of 9.6 out of 10. |
| **How we work**We work in a hybrid way. That means remotely for up to two days each week and in our great office spaces the rest of the time. This gives us a good work/life balance and lets us collaborate and deliver for our customers. [Visit our website](https://www.motabilityoperations.co.uk/careers/) to find out more.We do our best to accommodate part-time and flexible working requests, where possible, to build on our culture of trust, empowerment, and flexibility.**Our beliefs and values**We believe in building a diverse workforce, where our people are empowered to attend work as their true selves. We encourage people from all backgrounds to apply.We want to sustain a nurturing culture. And our people to be rewarded equally, regardless of race, national or ethnic origin, sexual orientation, age, disability, or gender.Our values are at the heart of everything we do:* We believe no one should be left behind à We find solutions
* We believe we must take the lead à We drive change
* We believe everything starts with the customer à We care
 |
| **What we can offer you**

|  |  |
| --- | --- |
|  | **Pay**: competitive salary, with a yearly discretionary bonus, based on your performance |
|  | **Holiday**: 28 days, and you can buy and sell days |
|  | **Pension**: 15% non-contributory pension (9% during probation) |
|  | **Health and wellbeing**: Private Medical Insurance cover available for all employees and free health screenings for over 50s. Life assurance at four times your basic salary, to give you peace of mind. Free access to healthcare apps like Peppy, Unmind, and Aviva Digital GP. Mental Health Allies and an Employee Assistance Programme |
|  | **Development**: A library of internal training on our myLearn platform |
|  | **Family friendly**: We have competitive family leave policies |
|  | **Diversity and inclusion**: We embrace the diversity of our people and empower them to come to work as their true selves. We want them to flourish and be rewarded equally. We have Employee Network Groups, and we pride ourselves on being inclusive and all our offices have first-rate disability access |
|  | **Helping our community**: One volunteering day each year, and access to volunteering platform Neighbourly |
|  | **Schemes**: Car Benefit Scheme for electric and hybrid cars. This means you can lease a brand-new electric or plug-in hybrid car, with insurance and more, for a fixed monthly amount. Cycle to Work Scheme. Employee Discount Scheme, to save money across lots of retailers |
|  | **Other, voluntary benefits**: charitable giving, critical illness insurance, dental insurance, health and cancer screenings for you and your partner, discounted gym memberships and season ticket loans, free fresh fruit and snacks in the office |

 |