

About the role

Role

Pricing Delivery Manager

Location and hours

London

35 hours per week

Hybrid working with minimum 3 days per week in the office

Level

Leadership (Management Track)

Salary

Competitive salary plus benefits

What you'll be doing

The Pricing Delivery Manager is accountable for coordinating and overseeing the delivery of Quarterly Customer Pricing across all MO products to ensure that the needs of our customers are met through affordable, sustainable pricing across a wide range of vehicles, including cars, wheelchair accessible vehicles and powered wheelchairs and scooters. The role is also required to help meet the strategic goals and operational deliverables of the function and wider business. The role will also oversee an effective approach and framework for managing all BAU and Strategic programmes in conjunction with the Chief Asset Risk Officer, Leadership Teams and a variety of other key stakeholders

Working as part of the Asset Risk Leadership Team, you will report to the Head of Strategic Pricing with the following responsibilities.

- Support the setting & delivery of the Asset Risk strategy in alignment with the needs of the wider business strategy
- Accountable for the delivery of the quarterly price guide and pricing optimisation across the pricing triangle
- Own all the lease cost inputs into customer pricing, validating their accuracy and forecast and risks associated with them
- Working alongside the Pricing management team, ensure that you collaborate effectively with the Data Insight, product and modelling teams to support the future direction of Pricing within the Asset Risk roadmap
- Support the wider pricing activity around strategic pricing outlook, volume forecasting and system enhancements across all MO product lines (car, WAV etc)
- Operate an effective matrix 'way of working' with colleagues within your team and across Asset Risk and the wider business where necessary, relating to the planning, execution and delivery of Team, Asset Risk and wider business goals
- Manage Pricing Analysts, ensuring they have the support they need and ability to flourish through coaching and skills development plans
- Ensure that pricing adheres to MO and Asset Risk governance approach
- You will work with and support your fellow Leadership colleagues to develop strong colleague engagement and wellbeing through, for example, effective communication, development and training, recognition and inclusion.
- 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

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- 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 advocate for MO interests and to ensure Asset Risk activities are appropriately aligned with external best practice.

About you

- Ability to coordinate multiple stakeholders, colleagues and deadlines
- Passionate about using data to provide meaningful insight and tell engaging stories that impact business 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 models and impacts to 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
- Considerable experience of Pricing within a complex business environment
- Experience of delivering insight and solutions that have made tangible changes in a commercial 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 (Finance, Treasury, Insurance, MR, RV and SMR etc) in the assessment of MOs lease pricing proposition

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

[Please don't change these]

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

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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 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](#) 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 → We find solutions
- We believe we must take the lead → We drive change
- We believe everything starts with the customer → 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

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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