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| Role Title: Pricing Implementation Manager | Date: 8/10/2021 |  |
| Role Code: | Business Unit: Pricing |  |
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| **ROLE****Function Purpose**:* Supporting Director of Pricing with support to Exec/Board/MD Consumer Roadside
* Manage a team of Analysts
* Accountable to deliver pricing changes on time and with robust controls
* Stakeholder manage other Implementation teams & external partners to ensure efficient delivery.
* Develop innovative solutions to solve problems and deliver the revenue & margin
* Answer implementation queries for the wider team – Acquisition and retention.
* Support the retention team within pricing on the £250m forecast super model.
* Ensure procedures are followed when undertaking price changes.
* Perform post implementation analysis to ensure retention changes and fixes by SSP are working as expected.

**Context:** * Highly competitive market, set against a background of changing social, legal and economic pressures, with an emergence of new risk scenarios
* UK based and operating across RAC business

**Reports to:*** Head of Pricing

**Key Relationships:*** Members of Pricing
* Finance
* Marketing
* Insights team
 | **NEED TO DO****Key Performance Indicators:*** Financial plan delivery supported.
* Premium, conversion, Retention Rate, ARPU targets and profitability are met
* Retention rates increased
* Policy count increased
* RAC margins maintained / increased
* RAC perceived by others as market leader
* Delivery of price changes on time
 | **NEED TO KNOW****Skills/Knowledge/Experience*** 5+ years of pricing experience in relevant field (such as Finance, Insurance, Banking etc.).
* Excellent technical knowledge of pricing and analytical techniques.
* Highly numerate with strong analytical & problem solving skills
* Extensive software skills. Notably, Excel, SQL & SAS.

**Personal Attributes:** * Strong communication and negotiation skills
* Highly motivated
* Well organised with good planning skills
* Able to juggle competing priorities

**Qualifications/FCA:*** Relevant numerate degree.
 | **NEED TO BE****Capabilities/Strengths:**Core competencies to level 3:* Achievement Drive Level 4
* Building Relationships Level 4
* Commercial Awareness Level 4
* Continuous Improvement Level 4
* Developing Self & Others Level 4
* Interpersonal & Influencing Skills Level 4
* Judgement & Decision-Making Level 4
* Leadership Level 3
* Leading Change Level 4
* Strategic Thinking Level 3
* Team Working Level 4
* Specialist Knowledge – Level 5 – see Skills/Knowledge/ Experience section
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