



Location for this position:

Rowmark
5409 Hamlet Dr.
Findlay, Ohio 45840
www.rowmarkllc.com

Title: Pricing Analyst

Reports To: Director of Procurement & Supply Chain Management

Primary Purpose: Responsible for compiling and analyzing market price data, cost data and using the results to support a fact-based target pricing system for products and services. Ensures maximum pricing effectiveness for products and services in support of current strategic and financial plans through the development and management of the pricing plan. This is a critical role to the profitable growth of the business through the following actions and responsibilities:

Expected Attributes of Employees:

- Exhibit a positive attitude
- Show personal drive, ambition, and always maintain integrity
- Demonstrate honesty and trustworthiness
- Set personal and professional goals, while demonstrating high work ethics
- Balance issues emotionally and objectively
- Communicate at the most direct level
- Inspire others and empathize with other employee concerns

Qualifications:

- Bachelor's degree in Business Administration, Finance or Economics
- 5-7 years of finance or marketing analysis
- Strong analytical skills
- Previous experience in a managing pricing programs as well as track data to support needed changes
- Strong persuasive skills for recommending strategies and alternatives to achieve objectives and encouraging compliance with policy and procedures
- Ability to effectively interface with the service sales groups and operations management
- Ability to operate computer software relative to the position
- Effective verbal and written skills

Primary Duties & Responsibilities:

- Manage the development, implementation and maintenance of a system for market pricing research.
- Manage the development, implementation and maintenance of a fact based target pricing system.
- Develop the financial visibility necessary to initiate short and long range pricing strategies and tactics.
- Plan, develop and control a competitive pricing feedback system.
- Develop system for management visibility on pricing trends and potential for improved price realization on a product by product basis.
- Accumulate and analyze actual pricing performance and update target prices.
- Manage financial market analysis for short and long range price, volume and product mix strategies.
- Serve as pricing information liaison between marketing, finance and operations to assist in effective implementation of target and quote price procedures.
- Complete all other projects and tasks assigned by supervisor.



At Rowmark, we are passionate about making our customers look great!

We proudly manufacture, market and distribute of a wide array of innovative and quality products for our customers primarily in the awards, recognition and signage markets.

Founded in 1997, our company has developed into the leader in the markets we serve. Our state-of-the-art manufacturing, warehousing and distribution systems continue to be keys to our success.

Rowmark's family of companies is headquartered in Findlay, Ohio, where it manufactures its plastic sheet materials in a new 88,000 square foot facility. Our extensive product line of sheet materials are distributed in over 80 countries around the world.

Rowmark also owns and operates a separate lamination and film business unit in Trenton, NC as well as an additional customer service/distribution centers located in Belgium and Australia. In October 2013, our company partnered with Bertram Capital, staging us for major growth.

We have recently joined forces with several very successful domestic distributors (Johnson Plastics, LaserBits and Bur-Lane), leading to our introduction of Johnson Plastics Plus in 2017 as the leading supplier/distributor to our customers in the engraving, sign-making, awards/recognition, industrial, hospitality, hobby markets. As part of the Rowmark family of companies, Johnson Plastics Plus strives to provide world class service to our customers every day with eleven distributions points throughout the United States.

Rowmark is an Equal Opportunity Employer that values our employees and offers a competitive pay and benefits package, an encouraging, supportive environment with training, professional development, recognition programs and career growth opportunities. Our benefits include profit-sharing, medical, dental, vision, 401(k), life insurance, flexible spending account options, short-term and long-term disability, vacation and paid company holidays.

We believe that people have always been and will continue to drive the success of our company. If this sounds like the opportunity for you, we invite you to submit your name for consideration.

Please send resume and salary requirements to: kwinner@rowmark.com