

Pricing Analyst (Entry Level) Job Description

ABOUT PEARSON HAM

Pricing is a key pillar of business strategy; it can be the quickest way to create or destroy value and getting price strategy right is essential to the performance of any business. Pearson Ham is an award-winning management consultancy, made up of pricing enthusiasts that help our clients drive long term value and realise their commercial goals through better pricing.

Our specialism in pricing gives us a depth of knowledge that sets us apart from our industry peers. We utilise a wide range of different techniques; from pricing research to advanced analytical methods, qualitative interviews, and market intelligence. Pearson Ham leverages the diverse backgrounds of the team to produce robust results and actionable insights for our clients across a wide range of industries. We take the view that pricing is never a perfect science so we take a strongly collaborative style with our clients to blend their market experience with our analytics and expertise to guide their decision-making.

Pearson Ham is committed to personal and professional development. As a learning organisation, we enable you to explore your interests within pricing and develop into a specialist in the field. We frequently run internal training sessions and actively encourage sharing of knowledge and skills within the team. We also provide opportunities for external learning focused on your own personal development objectives. As you grow in expertise you will be called upon to disseminate your learning within the Pearson Ham community; our only requirement is that you have an inquisitive nature.

We also have an established Culture Club, tasked with ensuring that the office working culture works for everyone, both clients and employees. Their remit includes: acting on all staff feedback; investing in employee welfare; and organising team building and social events. As a team, we work hard to create a culture of excellence, quality and fun. Maintaining a good work life balance is important to us and while you should expect to be challenged in the office, you will be able to pursue your commitments outside of work.

If you thrive in dynamic and entrepreneurial environments there are few consulting firms like ours. You will gain skills in a growing consulting field, and be part of developing commercial strategies that will have real impacts on businesses all around the world. You will not only learn about pricing and consulting, but also participate in building a high-performance consultancy as we continue to grow, both in size and in capability.

THE ROLE / RESPONSIBILITIES

You will work closely with other team members to carry out analysis and develop scenario models, contributing to the delivery of field-leading advice to Pearson Ham's clients. As a member of a growing team there is considerable scope to develop and progress in this role, helped by in-depth support and training.

You will help to collate and analyse historical data on clients' consumer behaviour, business performance and the competitive marketplace. These analyses will inform the development of econometric models that predict the volume effects of price changes. You will also develop strong communication skills, presenting your findings to the team and to clients.

You can expect to utilise your existing skills and interests and develop many more. Pearson Ham's client portfolio is diverse, and you will gain exposure to a wide range of companies, industries, and business models. Working with us you will develop an understanding of financial disciplines, market and consumer behaviours, and consumer modelling.

EXPERIENCE

- High quality undergraduate degree, preferably with significant quantitative elements

- Strong Maths performance at A-level or equivalent
- Exposure to statistics and data analysis
- Proficiency in Microsoft Excel, advanced/expert knowledge is a plus
- Experience of statistical and database packages (e.g. MS Access) is a plus
- Some experience of working with quantitative data sets to perform analysis, draw insight and present findings

SKILLS

- High level of numeracy and analytical skills
- Strong critical thinking and analytical skills
- Some experience or interest in developing statistical and econometric models
- Strong verbal and written communication skills with the ability to communicate to technical and non-technical people alike

RESPONSIBILITIES

- Participate in the problem-solving process including taking ownership of analysis tasks and presenting findings back to the project team
- Develop analysis objectives and delivery plans with input from other team members
- Proactively seek input from other team members where necessary
- Assist in the production of materials for presentation to clients with guidance from consultants and project managers
- Support sales and marketing functions where required; e.g. researching prospective clients and briefing senior staff members, assisting in the development of marketing materials and proposals.
- Share knowledge, skills and expertise with other members of the team
- Participate in growing Pearson Ham Consulting by contributing to various internal projects (e.g. Recruitment, IT, Culture, etc.)
- Participate in internal and external learning & development sessions and proactively seek out opportunities to learn from other team members

PERSONAL TRAITS

- Ambitious and intellectually curious
- Committed to delivering high-quality work while understanding the need for prioritisation and compromise
- Respectful and confident
- Able to work effectively in a team and independently

PEARSON HAM VALUES

- Demonstrated affinity for Pearson Ham values: Caring, Expertise, Learning, Fun, Inquisitive, Quality, Dynamic, Integrity