

Driftwood Dairy, Inc.

EMPLOYMENT OPPORTUNITY

JOB TITLE: Assistant Manager of Costing and Pricing
STATUS: Exempt Position (Paid on bi-weekly salary basis)
REPORTS TO: Financial Controller
DATE CREATED: September 2023

SUMMARY:

The Assistant Manager of Costing and Pricing supports the Pricing Manager and Financial Controller and develops competitive pricing databases to monitor changes in the marketplace and their impact on the organization. Performs analyses on customer price sensitivity and elasticity. Generates all month-end closing reports and assists the Financial Controller with month-end, quarterly-end, and annual closing of pricing and costing-related matters. Manages changes in costs and prices to support sales and customer services. Formulates cost structure, and performs analysis of cost, price, and gross margin of products as required. Constantly monitors milk and dairy products pricing.

ESSENTIAL DUTIES AND RESPONSIBILITIES - include but are not limited to:

1. Directly and indirectly assist the pricing manager in working on:
 - Tracking routine costs of milk classes and their components, materials for production
 - Developing and implementing pricing strategies that enhance profitability
 - Working closely with other teams to closely track movements in costs
 - Monitoring and reporting monthly pricing performance and competitiveness
 - Analyzing price change requests from the sales team by evaluating margin impact, potential incremental volume, and competitor price levels
 - Developing pricing proposals for new products and services
 - Tracking market trends and keeping up to date on prices set by competitors
 - Collaborating with product, sales, and finance teams on pricing decisions
 - Staying updated with pricing best practices and market dynamics
 - Creating promotional campaigns, and conducting pricing optimization and cost-benefit analysis
 - Maintaining regularly and updating cost and pricing history database

2. Other related duties and projects as assigned

MINIMUM REQUIREMENTS:

- ✓ 5+ years of costing and pricing experience. Bachelor's degree in accounting, finance, or business; and experience with milk and dairy products pricing methodologies preferred
- ✓ Have a thorough knowledge of milk pricing and packaging supplies
- ✓ Have prior experience in a similar role including solid exposure to managing pricing processes, implementing pricing initiatives, and creating pricing process documentation. Preferred to have a thorough knowledge of milk pricing and packaging supplies
- ✓ Possess a strong understanding of pricing strategies and concepts
- ✓ Excellent communication, negotiation and stakeholder management skills
- ✓ Must possess strong analytical skills; be comfortable dealing with numerical data and have strong attention to detail
- ✓ Must have essential skills in Microsoft Office, specifically excel functions. Strong experience with Oracle NetSuite - a big plus

Working Conditions: Works in a fast-paced office environment. Expected to travel to supplier/vendor locations on short notice to conduct negotiations and perform SQF audits if necessary.

MISCELLANEOUS:

This job description does not list all the job duties and/or potential projects of this position. Duties listed are subject to change based on business and/or management needs. Management reserves the right to revise this job description at any time.

No Relocation Available

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If interested please email your resume to: jobs@driftwooddairy.com