



Joining the **Stanley Black & Decker** team means joining one of the world's largest, fastest-growing, and most dynamic global companies. Stanley Black & Decker is a world-leading provider of tools and storage, commercial electronic security and engineered fastening systems. We have been globally recognized as one of the most innovative, sustainable, and rewarding companies in the world. Recent acquisitions have made us the largest hand-tool, accessory and power tool manufacturer in the world.

**Stanley Industrial**, a Stanley Black & Decker Company, is a global leader in industrial solutions. We keep your world running seamlessly in ways both unnoticeable and remarkable. Our fastening systems connect the world's cars and electronics, and our infrastructure solutions build the world's roads, pipelines and sewer systems.

For manufacturers, our engineered fastening business meets assembly challenges around the world with innovative, customized and integrated solutions and systems. For oil and gas companies, we provide equipment and services for virtually every aspect of onshore and offshore pipeline construction and inspection. And for heavy construction and demolition, our family of powerful mounted and handheld hydraulic products are the undisputed leader in rebuilding infrastructure.

Join us at **Stanley Engineered Fastening** on our growth path and help shape our corporate development in a motivated and passionate way! We are looking for you as:

## Senior Manager of Pricing (all genders)

Linden, Germany

### Who you are

You're an experienced Pricing Leader with strong leadership skills, pricing transformational experience, strong financial acumen, and process orientation to drive the building of new pricing capability. Working closely with the Director of Profit Management, you will have a high level of comfort with all levels of the organization to communicate build new concepts and strategies.

### About the Role:

- Partner with the finance and commercial sales teams in the development of channel strategies, channel business analysis leading to identification of major business building initiatives and management of key channel messages
- Develop pricing strategies within the Distribution, Automotive Aftermarket and OEM channels to drive margin growth
- Lead the BU delivery of Pricing & Product Center of Excellence roadmap including process, tools and price strategy development
- Advanced analytical skills with the ability to evaluate data and interpret as relevant data points in review and approval consideration - understand and apply logic on price offers with consideration for specific region market impacts.
- Synthesize data from a multitude of sources to provide insights and recommendations on customer, channel, and category strategy

- Work cross-functionally with Product Management, Field Sales, Engineering and Operations to understand pricing inputs to ensure prices are accurate, competitive and aligned with strategic initiatives
- Reports and monitors price, volume, mix realization to drive margin improvement activities

## Required Capabilities & Experience

- Bachelor's degree in Finance, Accounting, Marketing or related area
- 7-10 years of demonstrated Price & Margin Excellence Leadership in a dynamic, global businesses, ideally in a manufacturing environment
- Well-developed understanding of pricing management concepts with proven ability to carefully and logically assess risks, benefits and alternatives
- Demonstrated analytical skills with the ability to evaluate data and interpret as relevant data points in review and approval consideration.
- Highly organized with a keen sense of focus and ability to meet required goals under time critical deadlines in a stressful environment. Detail oriented, organized, reliable and resourceful
- Effective project management, strong interpersonal, verbal and written communication skills
- Possess strong multi-tasking ability as well as ability to manage deadlines in a dynamic, fast-paced work environment
- Highly comfortable delivering presentations in a small/large group setting internally/externally as well as to all levels of an organization.
- Computer proficiency to include Microsoft Office Suite, specially advanced proficiency in Excel skills and working knowledge of Salesforce.com; experience with SAP and JD Edwards is a plus
- Very good written & verbal communication skills in German and English are mandatory

## Top Reasons To Work With Stanley Black & Decker

- America's Best Employers for Women 2020, Forbes (#1 in Category)
- Winner of the 2020 Reuters Responsible Business Award; Honoring Leadership In Sustainable Business
- Comparably Awards Recognize Our Leadership Commitment 2020
- Best CEO's for Diversity
- Best CEO's for Women
- Best Company for Professional Development
- Best Company Leadership

## Why Stanley Engineered Fastening?

- Work collaboratively and across functions with the highest caliber talent ☐ Stanley is committed to hiring and developing great people who have a passion for excellence and a commitment to continuous improvement.
- Utilize cutting-edge technology and processes ☐ creating the next generation of products and services that will impact the world for generations to come.
- Foster growth and professional development capabilities. Because we are a large, global organization with many disciplines and locations, you'll have the opportunity to develop. Plus, our continued growth constantly creates new advancement opportunities.
- Be recognized & rewarded - We value our employees, recognize their talent, encourage their growth and reward contributions.

## We offer:

- An exciting area of ~~xxx~~responsibility in an innovative and international environment
- Versatile development opportunities that are individually tailored to you
- An attractive compensation package
- Flexible working time models & home office

At **Stanley Engineered Fastening**, we believe in diversity and therefore appreciate all applications, regardless of nationality, ethnic and/or social background, gender, religion or belief, disability, age or sexual identity.

At **Stanley Black and Decker**, we welcome talented and competitive people, and reward them with outstanding career development, personal growth and leadership opportunities. Join the winning team at a company whose reputation speaks for it.

Please send us your application documents in **English**.

Jetzt bewerben