



## Certas Energy Retail Europe

### Job Description

**Title:** Pricing Analyst

**Location:** Drogheda, Co Louth

**Reporting to:** Pricing Manager

### Principal Objective of Position:

As a Pricing Analyst at Certas, alongside the Pricing team, you are responsible for delivering fuel pricing activity across over 1000 in 4 different countries. Your role involves working with local teams to agree on the correct strategy in each network, analysing site performance to optimise commercial performance, ensuring the correct prices are sent and applied at the station and producing daily and weekly reports and presentations for local teams and senior management. This role primarily will focus on the Norwegian and Irish networks where you will help manage around 300 stations in these markets.

### Key Responsibilities:

Key responsibilities include, but are not limited to the following:

#### 1. Pricing Strategy Deployment

- Implement the agreed pricing strategy in across the Norwegian network.
- Maintain high degrees of automation in price calculation.
- Manual interventions in the fuel pricing system are kept to an agreed minimum and are only required to manage exceptions.
- Contribute to fuel pricing strategy discussions with Senior Management.
- Supports culture that encourages decisions to be data driven.

#### 2. Pricing Operations

- Oversee the daily 'Sites for Review' process for the Norwegian market.
- Ensure all daily administrative processes are followed, including:
  - i. Issuance of Purchase Cost information outputs
  - ii. Price information provision to necessary third parties
  - iii. Compliance checks
  - iv. Uploading of sales & cost data
- Follow up on various types of system alerts to ensure prices are implemented.

#### 3. Site Performance

- Report on daily, weekly and monthly fuel margin and volume performance across our Norwegian sites.
- Acquire and utilise information from online and local sources to ensure that micro-market definitions are kept up to date.
- Identify potential changes to pricing tactics and gain consensus for such changes with local sales teams and leadership.
- Measure and forecast the effects of changes to fuel pricing strategies and tactics.
- From time-to-time travel to markets to conduct assessments in collaboration with local sales teams

#### **4. Commercial Drive**

- Analysis of volume and margin performance on a daily, weekly & monthly basis to budget and to prior year.
- Identifying opportunities to improve volume and margin performance, finding data to support the opportunity, and presenting it to the business.
- Always looking for innovative ways to do thing better in pricing.

#### **5. Project Work**

- Support the Pricing Manager on ad hoc projects as and when required.

#### **6. DCC Group Policies**

- Demonstrate commitment to HSE & Compliance in line with all DCC group and Certas corporate policies.

### **Competencies Required:**

#### **Education & Experience:**

- Graduate educated within one of the following disciplines:
  - *Business, finance, economics, marketing, statistics, data, or IT*
- Strong IT skills including Microsoft products.
- Proven self-starter.
- Strong analytical & data skills.

#### **Core Competencies:**

- Strives to understand customer needs and develops creative solutions to challenges.
- Good attention to detail, with an ability and willingness to work in the detail and take a hands-on approach.
- Positive, can-do attitude, displaying a high level of commitment & motivation.
- Demonstrates a desire to grow and undertake additional responsibility.
- Organised with the ability to adapt to quickly changing priorities.
- Demonstrates high levels of personal and professional standards.
- Possesses financial & commercial acumen.
- Confident presenting complex concepts to senior management.
- Ability to build business relationships at all levels of the organisation.
- Proactively monitors business issues and trends.
- Flexible and adaptable with the ability to juggle a range of different tasks and work extra hours if required to meet deadlines.
- Willingness to travel when required.