



Senior Commercial Executive (Pricing)

Roles & Responsibilities

- Accountable for reviewing, analysing and creating professional written responses to customers' RFQ or RFI requests before deadline by working closely with internal stakeholders
- Work with multiple data sets and develop complex pricing models to help company determine and set competitive prices to gain market share and achieve business revenue goals
- Key interface between customer and SAESL on commercial matters
- Support Head of Commercial Management in commercial deals negotiation including proposal development
- Resolve invoice disputes, warranty claims and other commercial issues with customers in line with current contractual agreements
- Continuously and proactively review and improve processes
- Deputy for Head of Commercial Management where required

Requirement

- Degree in Engineering or Business preferred
- Meticulous, accurate and detail oriented (key requirements)
- Strong analytical skills, comfortable with analysing high volume of data, and able to make sound decisions independently
- Experience in pricing proposals required
- Candidates with experience in contracts review advantages
- Excellent communication and presentation skills and ability to communicate with staff of all levels
- Good time and project management skills including ability to prioritize, multitask and work in a fast paced and deadline-driven office environment
- Team player with good interpersonal skills
- Responsible, proactive and results oriented
- Proficient user of Microsoft Office (Excel, PowerPoint and Word)