

Position: **Strategic Pricing Coordinator**

Location: **North Attleboro,  
Massachusetts**

#### COMPANY

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iAutomation, a high technology distributor of industrial automation components, has an immediate opening for a **Strategic Pricing Coordinator** in **North Attleboro, Massachusetts**. iAutomation's product offering includes machine control, motion control, sensing and vision, safety systems, mechanical components and stages. We offer engineered systems and services to provide OEM and end user customers a complete automation solution.

#### DESCRIPTION

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The Strategic Pricing Coordinator is responsible for maintaining the integrity of the iAutomation Price Policy through day-to-day administration of the iAutomation Pricing Procedures.

- Review and analyze contracts, and discuss the distinguishing features of iAutomation products in relations to the approved pricing policy.
- Demonstrate proficiency in navigating all internal resources to validate key components of a customer's demographics and product mix to assure prompt and accurate price quotes are delivered to Sales. Understand and fully navigate our SPA tool.
- Team with Territory Sales Managers, Account Sales Managers, and Finance to provide clear, concise and accurate responses to pricing process and price policy questions.
- Maintain a comprehensive agenda for outstanding requests that follow and demonstrate the overall pricing integrity of individual exception requests.
- Effectively coordinate pricing exception requests for approval.
- Continuously monitor, audit and analyze automated price quote activity to assure systematic risks are identified and corrected, sales training issues are identified and addressed, and pricing formulas and tables are properly maintained for approved pricing changes.
- Recognize and anticipate missing data from price quote exception requests and obtain required information to assure proper review of relevant facts pertaining to the proposed opportunity.
- Design and Pricing Activity reports and perform routine maintenance of pricing activity reports to assure on going management visibility of pricing activities and the ability to evaluate integrity of the pricing and discounting processes.
- Train and proactively communicate iAutomation pricing policies and proper price quote and price quote exception procedures to the Sales team.
- Read, interpret and discuss pricing request with Territory Sales Managers to assure proper understanding of the opportunity and related pricing implications.
- Coordinate distribution of custom scopes of work with the Professional Services Team management to accompany non-standard price quotes.

- Assure proper documentation of approved price quotes that enable accurate contracting at the point of final sale.

#### REQUIREMENTS & ADDITIONAL DETAILS

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Requires a Bachelor's degree in Finance, Business, or equivalent combination of education and experience related to basic financial analysis with 3+ hands-on experience in pricing and analysis with a track record of success performing spreadsheet analyses. Ability to collaboratively enforce policies and apply pricing principles to a business transaction. You must also have the skills to gather relevant data; input and manipulate the data to allow for complete analysis and identification of potential issues. Demonstrated proficiency in Microsoft Office Suites products including Outlook. Have the flexibility and willingness to meet varied hours.

#### ADDITIONAL INFORMATION

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- Please apply to Marna Perkins at [mperkins@i-automation.com](mailto:mperkins@i-automation.com)
- Principals ONLY - No Recruiters Please

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