

PRICING ANALYST PROCESS LEADER

In 1985, Mike and Kim Crabb founded Diamond C with a small team and a big dream. Over the years, the company has grown significantly, now employing over 900 team members. Diamond C remains a family-owned and operated business, with a strong emphasis on our foundational “Do Work, Love Strong” culture, which is based in Mt. Pleasant, TX.

We are unwavering in our commitment to more – more process improvements, more sustainable manufacturing, and more opportunities for our team. Our purpose is to fuel the growth and success of our team members, customers, and community. We're dedicated to being a positive force for change and using our expertise to make a meaningful impact on our community abroad. This role is located in Mount Pleasant, TX 75455

Purpose:

The Pricing Analyst Process Leader plays a key role in the pricing and costing strategy for all trailers and parts within the organization. This role ensures that accurate and up-to-date Bills of Materials (BOMs) are maintained for trailers and manufactured parts, analyzes cost structures, and drives the retail pricing process using both internal and external benchmarks. The ideal candidate will ensure that pricing aligns with market trends, competitive analysis, and company profitability goals. This role will collaborate closely with the sales, operations, and finance teams to optimize pricing strategies and profitability.

Shift & Schedule: On site, Monday-Friday, normal business hours. Role resides within the Finance Department with a dotted line to Engineering. *Position should be situated where it makes the most sense logistically, based on daily interactions amongst functions.*

Responsibilities:

- **BOM Management:** Work with the BOM's & Engineering teams to ensure that current/future workflows result in complete and financially accurate BOMs.. Partner with IT and Finance to develop checks and alerts to minimize and ultimately eliminate zero-cost raw materials, WIP and finished goods. Work with the FP&A Senior Analyst to optimize the weekly cost roll process.
- **Pricing Strategy Development:** Develop and execute pricing strategies for trailers and parts based on market data, cost analysis, and sales objectives.
- **Retail Price Management:** Set and drive retail prices for trailers and parts, ensuring alignment with company objectives and **market competitiveness.**
- **Data Analysis:** Analyze pricing data and trends to identify opportunities for price optimization and margin improvement. Partner with IT and Finance to fully develop the **Tableau Pricing/Costing model** as the “source of truth” for margin analysis and as a benchmark for future costing and pricing decisions.
- **Collaboration:** Work closely with Supply Chain, Sales, and Finance teams to ensure pricing is competitive and profitable.
- **Market Research:** Conduct regular market analysis to stay updated on industry trends, competitor pricing, and customer demand.
- **Cost Optimization:** Collaborate with purchasing and production teams to identify cost-saving opportunities that can positively impact pricing. Assist with the development of labor and overhead standard costs, which will be loaded into future BOMs.
- **Reporting & Documentation:** Prepare regular pricing reports, forecasts, and recommendations for management review.

OFFICE POSITION

**Qualifications:**

- Advanced proficiency in Microsoft Excel and Google Sheets (pivot tables, VLOOKUPS, SUMIFS, macros, etc).
- Bachelor's degree in Accounting, Supply Chain, Business, Finance, or a related field.
- 3+ years of experience in pricing, supply chain, or accounting roles, preferably within a manufacturing environment.
- Strong analytical skills with the ability to interpret complex data and market trends.
- Proficiency in ERP systems and BOM management software.
- Excellent communication and interpersonal skills to work cross-functionally.
- Detail-oriented with strong organizational skills.

Benefits:

- Medical
- Dental
- Vision
- Long and Short Term Disability
- Employer Paid 25K Life Insurance
- Other Supplemental Policies
- Physical Wellness Program
- Paid Maternal/Paternal Leave
- Tuition Reimbursement Program
- 401(k) & Company Match
- Scholarship