



# MICHAEL ANDERSON

Deal Desk Analyst

Insightful and analytical Deal Desk Analyst with a focus on strategic pricing and revenue optimization within the healthcare sector. With over 9 years of experience, skilled in aligning pricing strategies with market dynamics and organizational objectives. Proficient in leveraging data analytics to derive insights that inform pricing decisions and enhance profitability.

## WORK EXPERIENCE

**Deal Desk Analyst** 2020-2023  
Healthcare Innovations

- Developed pricing strategies that aligned with healthcare regulations and market trends.
- Collaborated with sales teams to create competitive proposals for healthcare clients.
- Utilized analytical tools to assess pricing impact on revenue streams.
- Conducted training sessions on pricing compliance and strategy for sales staff.
- Maintained comprehensive records of pricing changes and approvals.
- Engaged with cross-functional teams to ensure alignment on pricing objectives.

**Senior Pricing Analyst** 2019-2020  
HealthTech Solutions

- Supported the development of pricing models for new product launches.
- Analyzed competitive pricing strategies to inform organizational approaches.
- Facilitated communication between departments to ensure pricing alignment.
- Provided reports on pricing performance and recommendations for adjustments.
- Conducted market research to support pricing decisions.
- Participated in strategic planning sessions to align pricing with business goals.

## ACHIEVEMENTS

- Achieved a 25% increase in profitability through refined pricing strategies.
- Recognized for outstanding contributions to pricing strategy development.
- Improved compliance with healthcare regulations by implementing standardized processes.

## CONTACT

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## EDUCATION

**Master of Health Administration**

Johns Hopkins University

2016-2020

## SKILLS

- Strategic Pricing
- Revenue Optimization
- Data Analytics
- Healthcare Compliance
- Cross-Functional Collaboration
- Market Research

## LANGUAGES

- English
- Spanish
- French