



MICHAEL ANDERSON

DEAL DESK MANAGER

PROFILE

Strategic and analytical Deal Desk Manager with extensive experience in managing complex pricing structures and contract negotiations within the technology sector. Exceptional ability to collaborate with sales, finance, and legal teams to ensure compliance and optimize deal profitability. Proven track record of utilizing advanced analytics to drive process enhancements and support data-driven decision-making.

EXPERIENCE

DEAL DESK MANAGER

Tech Innovations Inc.

2016 - Present

- Oversaw the end-to-end deal management process for high-value contracts.
- Developed and implemented pricing strategies that increased margin by 10%.
- Collaborated with product teams to align pricing with market positioning.
- Analyzed competitive pricing models to inform strategic decisions.
- Conducted training sessions for sales teams on deal structuring.
- Monitored key performance indicators to drive continuous improvement.

PRICING ANALYST

Market Leaders Corp.

2014 - 2016

- Conducted detailed analysis of pricing strategies and market trends.
- Collaborated with sales teams to develop tailored pricing solutions.
- Generated reports on pricing performance and presented findings to management.
- Assisted in drafting pricing policies and guidelines.
- Facilitated workshops to enhance team understanding of pricing dynamics.
- Supported the development of pricing tools and calculators.

CONTACT

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SKILLS

- Pricing Analysis
- Contract Management
- Stakeholder Engagement
- Performance Metrics
- Market Research
- Team Development

LANGUAGES

- English
- Spanish
- French

EDUCATION

MASTER OF BUSINESS
ADMINISTRATION, UNIVERSITY OF
STRATEGIC MANAGEMENT

ACHIEVEMENTS

- Achieved a 25% reduction in pricing discrepancies through improved processes.
- Recognized as a top performer for delivering exceptional results in pricing strategies.
- Contributed to a 30% increase in deal closure rates through effective training initiatives.