



Michael ANDERSON

DEAL DESK MANAGER

Proactive and results-oriented Deal Desk Manager with extensive experience in the software industry, specializing in contract management and pricing strategies. Demonstrated ability to work collaboratively with sales teams to create value-driven deals that enhance customer satisfaction and drive revenue growth. Expertise in utilizing data analysis and market research to inform pricing decisions and optimize deal structures.

CONTACT

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SKILLS

- Contract Management
- Pricing Strategy
- Data Analysis
- Cross-Functional Collaboration
- Compliance
- Stakeholder Engagement

LANGUAGES

- English
- Spanish
- French

EDUCATION

MASTER OF SCIENCE IN BUSINESS ANALYTICS, UNIVERSITY OF DATA SCIENCE

ACHIEVEMENTS

- Achieved a 30% increase in deal closure rates through enhanced pricing strategies.
- Recognized for outstanding performance in contract negotiation and management.
- Developed a pricing tool that improved accuracy by 40%.

WORK EXPERIENCE

DEAL DESK MANAGER

Software Solutions Inc.

2020 - 2025

- Managed the deal desk function, overseeing pricing and contract negotiations.
- Developed pricing guidelines that aligned with market trends and customer needs.
- Collaborated with sales teams to structure competitive offers.
- Analyzed historical sales data to inform pricing strategies.
- Provided support for complex deal negotiations, ensuring compliance.
- Streamlined deal approval processes, reducing delays by 25%.

PRICING COORDINATOR

Tech Innovators LLC

2015 - 2020

- Assisted in the management of pricing proposals and contract renewals.
- Utilized analytics tools to track pricing performance and market trends.
- Worked closely with finance to ensure pricing accuracy and compliance.
- Supported sales teams in preparing competitive bid proposals.
- Conducted training sessions on pricing strategies and tools.
- Participated in the development of pricing models to optimize revenue.