



# MICHAEL ANDERSON

## Senior Pricing Analyst

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### SUMMARY

Driven and detail-oriented Wholesale Pricing Analyst with over 8 years of extensive experience in pricing strategy development and market analysis. Possesses a profound understanding of competitive pricing dynamics and consumer behavior, leveraging analytical skills to optimize pricing models. Proven track record in enhancing profitability through strategic pricing initiatives in fast-paced retail environments.

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### WORK EXPERIENCE

#### Senior Pricing Analyst ABC Retail Solutions

Jan 2023 - Present

- Developed comprehensive pricing models to enhance profit margins by 15% over two fiscal years.
- Conducted thorough market research to assess competitor pricing strategies and market trends.
- Collaborated with sales and marketing departments to align pricing strategies with product launches.
- Utilized advanced Excel and SQL for data analysis and reporting purposes.
- Presented pricing recommendations to senior management, leading to informed strategic decisions.
- Managed a team of junior analysts to streamline pricing processes and reporting.

#### Pricing Analyst XYZ Wholesale Inc.

Jan 2020 - Dec 2022

- Analyzed pricing structures and proposed adjustments that resulted in a 10% increase in sales volume.
  - Maintained pricing databases to ensure accuracy and compliance with corporate policies.
  - Performed elasticity studies to understand customer response to price changes.
  - Assisted in the development of promotional pricing strategies that boosted seasonal sales.
  - Created detailed reports on pricing performance metrics for executive review.
  - Engaged with suppliers to negotiate pricing terms that benefitted the company financially.
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### EDUCATION

#### Master of Business Administration (MBA), University of Commerce

Sep 2019 - Oct 2020

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### ADDITIONAL INFORMATION

- **Technical Skills:** data analysis, pricing strategy, market research, SQL, Excel, stakeholder engagement
- **Awards/Activities:** Successfully implemented a new pricing strategy that improved profit margins by 20%.
- **Awards/Activities:** Received the 'Top Performer' award for outstanding contributions to pricing analytics.
- **Awards/Activities:** Led a project that automated pricing updates, reducing processing time by 50%.
- **Languages:** English, Spanish, French