

Position: Pricing Specialist
Department: Operations
Contract Type: Fixed Term Contract (12 Months)
Closing Date: 02 October 2026
Email CV to: recruitment@tianaconsulting.co.za
Salary:

If you meet the above-mentioned inherent job requirements, please send your detailed CV to recruitment@tianaconsulting.co.za on or before the 02 October 2026 with reference Pricing Specialist clearly marked.

Requirements:

- Honours degree in Mathematics Finance, Accounting, or related field.
- Minimum 5 years' experience as Pricing Analyst or comparative experience / environment.
- Minimum 3 years' working experience in telecommunications environment.
- Minimum 3 years' experience in developing and defining pricing structures.
- CIMA professional registration is an advantage.
- The candidate should have an approachable orientation when performing their duties.
- The candidate is expected to be knowledgeable on market research and statistical analysis and pay attention to detail.

Key Performance Areas:

Reporting to Chief Marketing and Sales Officer, the incumbent will:

- Develop the pricing strategy on new products, services and markets.
- Research product services market relevance and perform analysis of the results and report.
- Perform a cost analysis versus pricing margins, discuss and obtain approval from the CFO.
- Provide key Accounts Manager with adequate pricing model on meeting customer specific solutions.
- Drive the approved commercial model for projects and new market products and services.
- Develop and obtain Executive Committee approval of the competitive and market relevant standard pricing models and equip sales team to market.
- Facilitate pricing proposals and obtain approval from the pricing committee during company tender and projects.
- Conduct negotiations with customers on pricing where required.
- Manage pricing audit findings in collaboration with the finance, sales and marketing teams.
- Develop pricing strategies that maximises company profits.
- Manage the pricing policy and ensure its implementation and regular reviews.
- Produce monthly, quarterly and annual pricing report, not limited to proposals, break even points, customer profitability and market trends, etc.
- Execute other functions pertaining to this role and contained in the job profiles.