

Price Manager at Ericsson

Dar es Salaam

Ericsson

Ericsson, is a Swedish multinational networking and telecommunications company headquartered in Stockholm.

About this opportunity:

We are now looking for a Price Manager to partner with sales team and central organizations to secure business and drive Ericsson SW Model and securing enhanced value to Ericsson. Apply global strategies and perform regional benchmark analysis. Set and own the approval process for prices on HW, SW and Services. Advice on terms & conditions, profitability, cash flow and commercial risk. Manage commercial models and commercial value argumentation to support accounts during discussions.

What You Will Do

- Set prices and perform price analysis.
- Create commercial proposals and ensure approval process.
- Secure profitable sales and Drive price management excellence.

You will bring!

- Education: Telecom Engineering / Finance or equivalent.
- Technical/financial background will be preferred.
- Minimum 1 year of experience into Price management and pre-sales.
- Analytical skills & Financial Foresight with ability to adapt & responding to Change.
- Commercial Competence and Skills.
- Negotiation skills and Argumentation Skills.
- Stress management and leadership skills,

Why joins Ericsson?

- At Ericsson, you'll have an outstanding opportunity.
- The chance to use your skills and creativity to push the boundaries of what's possible.
- To build never seen before solutions to some of the world's toughest problems.
- You'll be challenged, but you won't be alone.
- You'll be joining a team of diverse innovators, all driven to go beyond the status quo to craft what comes next.

What happens once you apply?

[Click Here](#) to find all you need to know about what our typical hiring process looks like.

Encouraging a diverse and inclusive organization is core to our values at Ericsson, that's why we champion it in everything we do. We truly believe that by collaborating with people with different experiences we drive innovation, which is essential for our future growth. We encourage people from all backgrounds to apply and realize their full potential as part of our Ericsson team.

Ericsson is proud to be an Equal Opportunity and Affirmative Action employer, learn more.

Primary country and city: Tanzania, United Republic of (TZ) || Tanzania, United Republic of : Dar es Salaam : Dar es Salaam

Req ID: 741980

How to Apply:

[CLICK HERE TO APPLY](#)