

## JOB DESCRIPTION

Job Title: Associate Manager



### POSITION DETAILS

Department	Location	Reporting to	Band
Finance	Mumbai	General Manager & CFO	MM1

### QUALIFICATION DETAILS

Qualification	Min. Relevant Experience	Industry preference
ICWA / ICWA Inter / MBA in Finance	7-10 Years	NA

### JOB DESCRIPTION & SPECIFICATION

<b>Job Description</b>	<p><b>Pricings &amp; Commercials</b></p> <ul style="list-style-type: none"><li>• Review of proposed RFQ to understand business potential.</li><li>• Collaborating with inter functions for gathering cost and other relevant data.</li><li>• Review of technical solutions provided to understand cost structures &amp; flow patterns.</li><li>• Review with the Sales team about business requirements and targets.</li><li>• Preparing pricing scenarios for cost optimization and competitive commercials.</li><li>• Finalization of pricing with Business head &amp; CFO.</li><li>• Validation and Periodical updating of standard costs.</li><li>• Preparation of financial model for the project to provide an estimated quotation to customers.</li><li>• Customer Agreement review for Pricing and Providing input for Master updation.</li><li>• Remodeling of pricing sheet as and when required.</li><li>• Record / Data keeping to have easy access to customer &amp; business opportunities.</li><li>• Review of funnel opportunities with business heads.</li><li>• Tracking of the best few opportunities for quick closure.</li><li>• Maintaining Pricing records with iterations.</li><li>• Adherence to established SLA with business.</li></ul>
<b>Preferred Skills</b>	<ul style="list-style-type: none"><li>• Cost &amp; financial accounting.</li><li>• Proficiency with Microsoft Office especially Advanced excel skills.</li><li>• Knowledge of statistical packages &amp; data analytics.</li><li>• Quick Learning &amp; Grasping skills.</li><li>• Team Player</li></ul>