HARDIK PATEL

PRICING MANAGER

+1 306-316-1112 HardikPatel8925@yahoo.com Edmonton, AB

SOCIAL

LinkedIn
https://www.linkedin.com/in/hardikpatelbianalyst

GitHub
https://github.com/hardikpatel-dx

Portfolio
https://hardikpatel-dx.github.io/Analytics-Portfolio/

EDUCATION

Business Foundations Certificate
Fanshawe College
London, ON

Diploma in Pharmacy
Karnataka Drug Control Department | India

TECHNICAL SKILLS

- Pricing & Strategy
- SQL
- Pricing
- Analytics
- Forecasting
- Modeling
- Power BI
- Automation

PROFESSIONAL OVERVIEW

Pricing and analytics leader with 7+ years of experience driving revenue optimization, performance measurement, and decision-support analytics in complex, multi-stakeholder environments. Proven ability to design pricing frameworks, forecasting models, and executive-level reporting that improve predictability, accountability, and business outcomes. Advanced user of Power BI, SQL, Excel, and Python with a strong focus on automation, governance, and strategic insight.

WORK EXPERIENCE

Pricing Manager
Bartle & Gibson Co. Ltd | Alberta | Dec 2024 – Present

- Lead pricing strategy and analytics execution across multi-branch operations
- Design and maintain pricing frameworks aligned with margin targets, cost structures, and business objectives
- Develop forecasting, scenario, and what-if models to support leadership decision-making
- Act as a central analytics owner, ensuring consistency across data, tools, and reporting
- Build and sustain executive dashboards using Power BI and SQL
- Partner with sales, operations, finance, and IT to align pricing and performance metrics
- Establish pricing governance and documentation to improve compliance and control

WORK EXPERIENCE

Senior Data/Pricing Analyst
Bartle & Gibson Co. Ltd | Alberta | Oct 2018 – Nov 2024

- Built pricing, margin, and performance models supporting revenue growth initiatives
- Analyzed pricing outcomes across products, customers, and regions to identify optimization opportunities
- Automated recurring analytics and reporting workflows using SQL, Excel, Power BI, and Python
- Delivered executive-ready insights translating complex data into clear business narratives
- Supported strategic pricing decisions through benchmarking, trend analysis, and impact evaluation
- Collaborated cross-functionally to support enterprise-wide pricing and analytics initiatives

SELECTED STRATEGIC IMPACT

- Designed pricing frameworks and governance models supporting margin protection and revenue optimization
- Built forecasting, scenario, and what-if models used in leadership decision making
- Developed centralized analytics and dashboards improving visibility, accountability, and predictability
- Led cross-functional pricing and analytics initiatives spanning pricing, operations, finance, and IT

KEY INITIATIVES

- Enterprise pricing scorecard and KPI framework development
- Pricing governance, controls, and documentation standardization
- Predictive and scenario-based pricing simulations
- Regional and portfolio-level analytics dashboards