

# Deborah R. Weissner

New York , NY

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## OBJECTIVE

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Strategic pricing professional with over 5 years of experience developing pricing and positioning, and providing advisory support for winning and retaining our largest and most complex opportunities, combining analytical expertise, technical proficiency, and strong communication skills to deliver data-driven pricing strategies. Seeking new opportunity to lead and contribute to cross-functional collaboration, drive revenue optimization and innovative solutions in dynamic environments.

## EDUCATION

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<b>Master of Arts in Economics (emphasis in econometrics and finance)</b> <i>Hunter College</i>	New York, NY
<b>Bachelor of Arts in Economics, Honors</b> <i>Hunter College</i>	New York, NY

## CERTIFICATES

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<b>Pricing: Using Data to Improve Pricing Performance</b> <i>MIT Management Executive Education</i>	January, 2021
<b>Credential of Readiness (CRe)</b> <i>Harvard Business School Online</i>	June, 2021
<b>SQL for Data Science</b> <i>University of California, Davis</i>	December, 2020

## EXPERIENCE

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<b>Global Pricing Manager</b> <i>Lee Hecht Harrison</i>	April 2018 – Present <i>New York, NY</i>
<ul style="list-style-type: none"><li>• Work with global sales leaders at leading global career transition and talent development firm to develop and execute pricing strategy on highly visible proposals.</li><li>• Produced pricing dashboards in <b>Power BI</b> and <b>Tableau</b> using data analyzed with <b>Python</b> to monitor ongoing trends in pricing across all opportunity contexts.</li><li>• Built bid response models using logistic regression on win/loss data in <b>Python</b> and provided statistical interpretation to develop a highly targeted pricing strategy.</li><li>• Transformed global pricing function by automating workflows in <b>Python</b> to expedite bid turnaround and reduce incidence of error.</li><li>• Redesigned ETL processes and led compilation of data across price bids, contracts and opportunities to facilitate statistical analyses and query pricing across global accounts.</li><li>• Created <b>Python</b> programs that flag ongoing contracts in currencies which have undergone severe devaluation.</li></ul>	
<b>Pricing Specialist</b> <i>Lee Hecht Harrison</i>	August 2017 – April 2018 <i>Ridgefield, CT</i>
<ul style="list-style-type: none"><li>• Developed pricing segmentation model and automated populating of <b>MS Excel</b> pricing templates using <b>Python</b>.</li><li>• Used Python and associated plotting libraries to build reports and charts on pricing trends across all global segments.</li><li>• Advised on data management and infrastructure which led to a major restructuring of data operations.</li></ul>	
<b>Data Analyst</b> <i>Mount Sinai Hospital</i>	May 2016 – August 2017 <i>New York, NY</i>
<ul style="list-style-type: none"><li>• Managed and analyzed complex data on clinical outcomes, labor and costs of care using <b>Stata</b> and <b>SAS Statistical Programming</b> as part of a pilot to build a new alternative payment model thus overhauling the insurance system with respect to hospital care.</li><li>• Created weekly, quarterly and ad hoc reports and presentation-quality visualizations using <b>SAS</b> and <b>MS Excel</b>.</li><li>• Orchestrated data workflows across teams of physicians and research coordinators.</li></ul>	

## TECHNICAL SKILLS

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**Statistical Programming:** Python (incl. Pandas, NumPy, Matplotlib, SciPy, Seaborn), Stata, SAS Statistical Software  
**Other Proficiencies:** SQL, Power BI, Tableau, MS Excel, MS PowerPoint, LaTeX, CSS, HTML, GitHub

## INTERESTS

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Road cycling, hiking, running, contemporary jazz, teaching financial literacy