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IHG®

Pricing Strategy Analyst at IHG (Atlanta, GA)

IHG | 📍 ATLANTA, GA

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About Us

Bringing True Hospitality to the world.

We want to welcome you to a world of bringing True Hospitality to everyone. When you join us at IHG®, you become part of our global family. A welcoming



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owners, colleagues and communities, every day is a chance to create great and unique experiences, in your own way.

With over 370,000 colleagues in nearly 100 countries sharing our values, there's countless opportunities at your fingertips.

We're growing; grow with us.

Your day to day

Subject matter expert on deal structure, comprehensive deal strategy, and internal deal issue resolution on behalf of the sales team. Create and coordinate global special projects and programs in collaboration with RM and operations in support of key strategic initiatives. Serve as a trusted advisor to field sales on pricing, program development and implements business terms and conditions to support sales agreements. Manage program performance and provide insights for future strategies. Support deals through the sales cycle and drive the approval process in collaboration with cross functional teams.

Essential Duties and Responsibilities - (Key Activities)

- Lead, design, develop global programs/projects.
- Drive the implementation, execution and manage performance of initiatives.
- Support customer conversations and make final decisions about renewal and terminations for sales agreements.
- Responsible for vetting and managing a pipeline of potential opportunities with a goal of implementing commercially viable deals for IHG hotels.



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Finance/Accounting, Marketing, and Loyalty to design sales agreements and deals to drive revenue.

- Work with the sales team to address special needs and complex transactions, develop pricing structure to ensure customer satisfaction.
- Aid in completing and/or coordinating activities as related to assigned special projects; assist in establishing and/or communicating project timetables, actions steps and status updates; follow-up, as appropriate, to ensure timely execution to meet established deadlines.
- Analyze data to prepare a variety of departmental reports to communicate program performance.
- Prepare and distribute a variety of departmental reports, presentations, newsletters, studies and/or other support documentation, gathering and summarizing information from various sources as requested. May create and format reports and presentation materials utilizing various spreadsheet graphics, and/or statistical software.
- Complete and/or coordinate activities as related to assigned special projects. Establish and/or communicate project timetables, action steps and status updates; follow-up, as appropriate, to ensure timely execution to meet established deadlines.
- May assist with conducting competitive reviews for benchmarking performance, measuring service offerings, responding to internal/external inquiries, and/or determining technical capabilities.
- Coordinate calls, meetings and/or site visits with sellers, regional teams and other functions.



and internal or external contacts to convey appropriate information.

Compose clear and concise correspondence as requested or required.

Perform other support duties as assigned to facilitate the smooth operation of the assigned work area.

What we need from you

Education -

Associate degree or Bachelor's degree or an equivalent combination of education and work-related experience.

Experience -

4-7 years progressive work-related experience, ideally in franchise services or hotel industry operations, with demonstrated proficiency in multiple disciplines/processes related to the position.

Technical Skills and Knowledge -

- Strong PC skills including software packages with emphasis on spreadsheets, word processing, and databases.
- Demonstrated effective oral and written communication skills for the purpose of conveying information to internal and external customers and developing information via written reports and presentations.
- Demonstrated ability to analyze information for the purpose of accurately maintaining data and reporting trends or inconsistencies.
- Demonstrated ability to handle multiple assignments and projects with follow-through and ability to complete multiple ongoing projects on time and within specified budget.



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deadlines in a fast-paced, ever-evolving environment.

- Awareness of pricing strategy and how to determine the effective price based on competitive analysis.
- ROI and business case development.

What we offer

We'll reward all your hard work with a great salary and benefits - including great room discount and superb training.

Join us and you'll become part of the global IHG family - and like all families, all our individual team members share some winning characteristics. As a team, we work better together - we trust and support each other, we do the right thing, and we welcome different perspectives. You need to show us you care, that you notice the little things that make a difference to guests as well as always looking for ways to improve - [click here to find out more about us](#).

At IHG Hotels & Resorts, we are proud to be an equal opportunity employer. IHG Hotels & Resorts provides equal employment opportunities to applicants and employees without regard to an individual's, race, color, ethnicity, national origin, religion, sex, sexual orientation, gender identity or expression, age, disability, marital or familial status, veteran status or any other characteristic protected by law. IHG is committed to promoting a culture of inclusion where everyone feels safe, respected, and valued. We seek talent from all backgrounds to join our teams and encourage our colleagues to bring their authentic and best selves to work.

Don't quite meet every single requirement, but still believe you'd be a great fit for the job? We'll never know unless you hit the 'Apply' button. Start your journey with us today and let's [#GoFurtherTogether](#).

More Information on IHG



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