

Position Summary...

What you'll do...

Walmart Connect is seeking a Senior Director-level executive to oversee a distinct function accountable for revenue. As the Senior Director of Yield Strategy & Management, you will establish pricing strategies including floor pricing. It is essential that this leader communicates and collaborates with deep data knowledge and experience in retail.

What You'll Do:

- Develop vision, strategy, operating plan, and structural transformation for Yield Strategy & Management.
- Lead and mentor a talented team and leaders through transformation and change; build career paths that drive growth.
- Ensure revenue maximization through pricing development, inventory management, and monetization analysis.
- Create and implement yield management strategies and evaluate pricing models to monetize supply and demand.
- Analyze market trends and competitor pricing to inform pricing strategies.
- Monitor and adjust pricing based on real-time performance metrics and demand patterns.
- Understand our inventory's value in the marketplace.
- Ensure strategies are responsive to market changes and competitive dynamics.
- Understand buyer patterns and how buyers value our inventory to inform pricing decisions.
- Develop and maintain forecasting models to predict supply and revenue.
- Identify new ways to grow inventory with our data-focused / audience-driven business.
- Improve monetization by identifying pricing, packaging, and revenue opportunities.
- Create custom solutions (in partnership with Sales) to tap into new pockets of revenue.
- Develop risk mitigation strategies related to pricing and revenue management including handling of exceptions.
- Prepare and present reports on revenue performance and market trends to key executives.
- In partnership with Product and Strategy, understand market trends, keep revenue organization informed of changes.
- Design, execute, and deliver benefits and incentives for annual agreements.
- Give strategic guidance on new system integrations and monetization opportunities.
- Ensure compliance with company policies and industry regulations.
- Define metrics relevant to measuring the performance of the team and evangelize with cross-functional teams.
- Ensure professional development and training opportunities for team members.

Experience You Bring to the Team:

- Bachelor's degree; graduate degree preferred.
- 15+ years in Finance, Ad Sales, Digital Media Operations, or Retail.
- Minimum 10 years of experience leading teams.
- Champion of data-driven methodologies to drive business decisions.
- Polished verbal and written communication skills.
- Execute, measure results, and demonstrate progress in the face of ambiguity in a dynamic environment with multiple stakeholders.
- Experience managing change; ability to manage large organizational restructures and transitions.
- Demonstrated experience building and leading a high-performance, nationally distributed team.
- Work with Product, Engineering, and Operations teams to identify requirements in tools, dashboards, and processes.

Benefits & Perks:

Beyond our great compensation package, you can receive incentive awards for your performance. Other great perks include flexible work arrangements, health and wellness programs, and more. We aim to create a culture where every associate feels valued for who they are, rooted in respect for the individual. At Walmart, our vision is "everyone included." By fostering a workplace culture where everyone is—and feels—valued, we can achieve our vision.

Belonging: We aim to create a culture where every associate feels valued for who they are, rooted in respect for the individual.

Associates:

We want to ensure our associates worldwide are seen for their unique contributions, supported in their daily work, and connected to co-workers.

- Walmart is the U.S.' largest private employer.
- Our policies, practices, and programs promote fairness and the same treatment for all associates. Every
- We transparently report on our workforce twice a year and we have associate resource groups to further

Business & Customers:

We provide an assortment of products and services that meet the unique needs of our customers and men

- We operate sensory friendly hours in all stores from 8 a.m. to 10 a.m. daily and offer Caroline's Carts - a
- Our focus every day is how we can best serve our customers with quality food and goods at everyday lov

Communities:

Walmart thrives when we take a shared value approach, complementing business with philanthropy to stre

- Walmart is one of the most charitable companies in the Fortune 500. Last year we gave away over 8% pr

At Walmart, we offer competitive pay as well as performance-based bonus awards and other great benefit

You will also receive PTO and/or PPTO that can be used for vacation, sick leave, holidays, or other purp

For information about PTO, see <https://one.walmart.com/notices>.

Live Better U is a Walmart-paid education benefit program for full-time and part-time associates in Walma

Eligibility requirements apply to some benefits and may depend on your job classification and length of en

For information about benefits and eligibility, see One.Walmart.

Hoboken, New Jersey US-10279:The annual salary range for this position is \$192,000.00-\$384,000.00

San Bruno, California US-08848:The annual salary range for this position is \$208,000.00-\$416,000.00

Additional compensation includes annual or quarterly performance bonuses.

Additional compensation for certain positions may also include:

- Stock

Minimum Qualifications...

Outlined below are the required minimum qualifications for this position. If none are listed, there are no min

Option 1: Bachelor's degree in Statistics, Economics, Analytics, Mathematics, Computer Science, Informat

years' experience in an analytics related field. Option 2: Master's degree in Statistics, Economics, Analytic

Information Technology or related field and 5 years' experience in an analytics related field. Option 3: 9 ye

field.

3 years' supervisory experience.

Preferred Qualifications...

Outlined below are the optional preferred qualifications for this position. If none are listed, there are no pre

Data science, machine learning, optimization models, PhD in Machine Learning, Computer Science, Inform

Primary Location...

221 River St, Hoboken, NJ 07030, United States of America