



Pricing Manager

ABOUT TEAMWORK TICKETS:

Teamwork Tickets is a distribution and data company that partners with organizations, offering a tailored approach to creatively help meet revenue goals, provide up-to-date ticket data, and effectively manage secondary ticket markets.

We have been in the “game” for more than 20 years and know that experience matters, and with decades of experience in the secondary ticket market, we know how to drive results for our clients.

We are growing our team and are looking for goal-oriented, purpose-driven, high-energy individuals to join our team in suburban Atlanta, Georgia!

POSITION SCOPE:

The Pricing Manager is responsible for maximizing profitability and managing risk for the company's portfolio of inventory. Using their knowledge of sports and entertainment as well as leveraging industry and proprietary data, they will make decisions that optimize pricing and help meet sales goals in a constantly changing marketplace. This position supervises and manages staff.

ESSENTIAL DUTIES:

- Mentors and manages junior pricing analysts.
- Monitors and adjusts inventory prices to maximize profitability and manage risk.
- Analyzes sales and market data in the management of inventory.
- Prepares and presents requests for proposals and adjustments to current client deals.
- Adjusts pricing of inventory, as deemed necessary, based on market conditions, trends, and outlooks.
- Identifies market issues/opportunities and brings them to the attention of the team.
- Performs market research on current pricing, trends, and outlooks.
- Communicates with primary partners during preseason, in season, and postseason meetings.

- Closely monitors sales trends and primary market on-sale dates to optimize inventory movement.
- Conducts and manages regularly occurring pricing meetings with the team.
- Keeps up to date on industry trends and news.

PREREQUISITE KNOWLEDGE, SKILLS, AND ABILITIES:

- Bachelor's degree in a related field, or equivalent experience.
- Minimum 4 years of experience in pricing, required.
- Minimum 2 years' experience supervising 2 or more direct reports.
- Experience working with large data sets, required.
- Strong knowledge and interest in sports and live entertainment.
- Highly organized and detail oriented.
- Excellent time management skills.
- Excellent communication and interpersonal skills, with the ability to collaborate effectively at all levels.
- Ability to work a flexible schedule when needed.
- Ability to multi-task.
- Ability to meet deadlines.
- Ability to work independently with minimal supervision.
- Proficiency with Microsoft Office suite, specifically Excel.

PHYSICAL AND MENTAL REQUIREMENTS:

- Ability to work full-time, in an office environment, on the company's premises.
- Ability to function in high-pressure situations.
- Ability to operate a computer and other basic office equipment.
- Ability to communicate with co-workers, vendors, and customers in real-time conversations in English.
- Ability to access and interpret written information in real-time.
- Ability to lift up to 25 pounds for the purposes of moving office supplies or company documents.
- Ability to maneuver within and around office environment, industry conference environments, etc. .
- Ability to attend industry conferences with our team as needed.