Sears Holdings
Test & Learn and Dynamic Pricing (DP) Team
Hoffman Estates, IL (west of Chicago)

JOB DESCRIPTION

As a vital member of the Pricing Strategy team, Pricing Analysts are responsible for working with various teams in developing and implementing strategic pricing initiatives that drive margin and a better customer-experience for Sears and K-mart members. Analysts would build, validate, and maintain financial models to track profitability and incremental sales from each Pricing project. This team in Pricing will be responsible for designing experiments and conducting financial/business analyses to help identify opportunities and measure performance. This team also manages dynamic pricing to align price points, reduce errors, and enable effective asset management for online and traditional stores. This position is located in Hoffman Estates, IL (west of Chicago)

Candidates will need to demonstrate the ability to:
   a. gather and analyze data and generate insights from that data,
   b. use those insights as the basis for developing, enhancing and evaluating new corporate initiatives, and
   c. contribute to enterprise-wide change initiatives

JOB RESPONSIBILITIES

- Collaborates with Pricing Team, Marketing Analytics, Merchandising and Store Operations teams to develop insights based on pricing data
- Coordinates with business leaders to identify and prioritize areas for analysis
- Gathers data and performs complex manipulations to large data sets to create thoughtful and robust business analyses
- Analyzes issues, develops insights, and formulates action plans based on learnings
- Develops partnerships across the business and functional areas of the organization
- Prepares pricing related recommendations, financial business cases, and presentations for senior management
- Fosters teamwork and works well in a collaborative team environment
- Performs ad hoc analysis as requested

KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED TO PERFORM ESSENTIAL FUNCTIONS

Education/Training and Experience

- Bachelor’s/Master’s/Ph.D. degree from a four year college or university required
• 1-3 years of professional experience in: pricing, finance, management consulting, CRM (non-technical fields), business strategy, merchandising or marketing preferred, but recent graduates are encouraged to apply as well
• Highly skilled in problem solving especially in situations of high ambiguity
• Ability to apply analytical rigor to understand complex business scenarios
• Active curiosity—Must enjoy gathering and digging deep into data to identify issues and solve problems
• Strong work ethic complemented by a positive, can-do attitude
• Excellent communication skills: listening, verbal, and written
• Some familiarity with standard customer insights techniques such as: qualitative and quantitative market research, marketing analytics, statistical and economic modeling, customer segmentation, and customer profitability analysis
• Advanced Excel, basic PowerPoint skills, as well as familiarity with database standards and protocols. Knowledge of R, SQL, SAS or other statistical tools would be beneficial

TO APPLY

Email your resume to: smarell@searshc.com and wynee.bao@searshc.com.