



Head of Pricing

- Experience level : Intermediate
- Activity : Group
- Office : Geneva

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Context: As part of its 3-year strategic ambitions, Bank Syz is setting up a Pricing Unit under the supervision of the Chief Financial Officer. The Bank's Executive Committee sees this Unit as critical for achieving revenue-growth and profitability targets, while supporting the Bank's commercial development.

Job summary: Working closely with the CFO, and with the support of a Pricing Specialist, the Head of Pricing will be in charge of setting up and organizing the Bank's pricing activities.

Your missions

Job description / key responsibilities:

- Design and regularly update the Bank's price list and pricing policy, on the basis of front-office feedbacks and market best practices
- Train Relationship Managers (RMs) on the Bank's pricing policy and practices
- Analyze, challenge and validate RMs' special-conditions requests, with a view to ensuring fair and coherent client pricing as well as profitable commercial development
- Advise RMs on beauty contests for prospects as well as complex client-pricing cases
- Define the pricing of the Bank's new products and services, in a manner consistent with the offering's value-proposition continuum
- Oversee the design, development and maintenance of pricing tools (e.g., profitability analysis, discount management)
- Drive / support critical revenue-enhancement initiatives

Your profile

Professional experience

- 5+ years' proven experience in a pricing/price-management role, including at least 3 years in the wealth management industry

Professional competencies:

- Solid knowledge of pricing in wealth management
- Excellent organizational and planning skills
- Strong analytical and quantitative skills combined with attention to detail

Personal competencies:

- First-rate interpersonal skills, with the ability to communicate effectively and persuasively
- Excellence-driven, self-starter and result-oriented
- Good team player
- Ability to work effectively under pressure in a fast pace environment

Language requirements:

- Excellent command of English and French, both spoken and written

IT Skills:

- Excellent knowledge of Excel, PowerPoint and Access
- Familiarity with Cognos considered a plus

Education:

- Bachelor's degree in Finance, Economics or Management (or equivalent qualification)

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