

# Senior Strategic Pricing Analyst

## Strategic Pricing Department

### Summary:

Covington's Strategic Pricing team is responsible for developing creative pricing solutions and implementing project management best practices to ensure that the Firm meets its profitability goals. We are currently building a high caliber, experienced team that is able to respond to the needs of the Firm's attorneys and clients.

The Senior Strategic Pricing Analyst will report to the Director of Strategic Pricing Analytics and Project Management to support a variety of the Firm's strategic initiatives, including the development of alternative fee arrangements, client engagement budgets, requests for proposals and analysis of the profitability of client rate agreements.

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### Qualifications:

- Knowledge of financial and accounting principles normally acquired through completion of a Bachelor's degree in accounting, finance or equivalent.
- Minimum of 3 years financial analysis experience, ideally within a law firm or professional services organization.
- An advanced level of expertise in financial modeling and spreadsheet functionality is required.

### Duties and Responsibilities:

- Support strategic pricing initiatives of the firm with financial modeling and data mining analysis.
- Identify, extract and summarize information from multiple sources for specialized internal and client reporting.
- Work with a variety of key stakeholders, both attorneys and staff, to support the development of profitable pricing solutions in response to client RFPs and informal pricing requests.
- Support existing client/matter teams with ad-hoc pricing and reporting needs.
- Assist with the development of financial tools, processes and best practices in relation to the pricing and business development process.
- Support client/matter profitability, matter budgeting, and pricing initiatives.
- Deliver excellent customer service in response to attorneys' ad-hoc requests for client pricing support.

**Status:** Exempt

**Reports To:** Senior Director of Strategic Pricing Analytics and Project Management

**Workplace Type:** Remote

## **Qualifications (continued):**

- Candidate must be able to manipulate data effectively and present findings to management and attorneys. Experience with SQL or Tableau a plus.
- Must be proficient in Microsoft Office applications, particularly Microsoft Excel, Outlook, Access and PowerPoint. Experience with Elite 3E is a plus.
- Must be proactive and have the ability to manage and prioritize multiple simultaneous projects and complete work within given time constraints.
- Candidate must be detail oriented, exercise sound judgment and possess the confidence and interpersonal skills to communicate effectively with the Firm's senior management, lawyers, and staff.
- Candidate must be a mature, self-motivated person with a positive, professional attitude, with a progressive, consistent work history and excellent references.

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