

Strategic Pricing Analyst

Strategic Pricing Department

Objective: 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 financial goals. We are currently building a high-calibre, experienced team that proactively responds to the needs of the Firm's lawyers and clients. The Strategic Pricing Analyst will focus on developing pricing proposals in response to clients' requests for proposals (RFPs), and will also contribute to a variety of the Firm's strategic initiatives, including supporting the Firm's lawyers in their client rate negotiations, developing fee proposals and budgets, communicating with clients, and implementing pricing best practices.

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Qualifications:

- Bachelor's degree (preferable) in accounting, finance, economics, or other related business function.
- Relevant professional experience, ideally involving financial analysis.
- Must be able to manipulate data effectively and present findings to team leadership and lawyers in a simplified manner.
- Must be proficient in Microsoft Office applications, particularly Microsoft Excel, Outlook, and PowerPoint. Experience with SQL is a plus.
- Must have general knowledge in financial modelling in Microsoft Excel.
- Must be proactive and have the ability to simultaneously manage and prioritise multiple projects, and complete work within given time constraints.
- Must be detail-oriented, exercise sound judgment, and possess the confidence and interpersonal skills to communicate

Duties and Responsibilities:

Primary duties and responsibilities necessary for successful job performance include:

- Work with a variety of key stakeholders, including lawyers and staff, to support the development of responses to client RFPs and informal pricing requests (i.e., development of budgets, rate proposals, and alternative fee arrangements), providing strategic insight, and developing pricing solutions that are aligned with the Firm's profitability goals while also satisfying clients' business requirements.
- Draft and improve written pricing proposal language that is professional, succinct, and persuasive.
- Develop and maintain relationships to ensure successful collaboration across various teams within the Firm, such as Business Development, Client Agreements, Matter Maintenance, and Billing teams.
- Contribute to strategic pricing initiatives of the Firm with financial modelling and data analysis, including identifying, extracting, and summarising information from multiple sources for a variety of stakeholders. Leverage data to enable the Firm's stakeholders to make more informed business decisions.
- Engage with a variety of key stakeholders to support the development of profitable pricing solutions and serve as a liaison with the Firm's Business Committee.
- Deliver excellent customer service in response to lawyer and client requests.
- Partner with other members of the Strategic Pricing team to gain a well-rounded knowledge base and to teach others about your area of expertise.
- Pursue professional development opportunities with senior team members, analyst cohort presentations, and other online resources.

Qualifications (continued):

effectively with the Firm's senior management, lawyers and staff.

- Must be a self-motivated person with a positive, professional, and customer service-oriented attitude.
- Must be an open-minded critical thinker that is curious and eager to learn.

Status: Exempt

Reports To: Strategic Pricing Manager

Workplace Type: Up to 100% remote

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