

Strategic Pricing Manager

Strategic Pricing Department

Summary: Covington's Strategic Pricing team is responsible for developing creative pricing solutions and implementing project management with 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 lawyers and clients. The Strategic Pricing Manager will play a critical role in discharging the Strategic Pricing team's responsibilities and contribute significantly to meeting the expectations of the Firm's senior management. The Strategic Pricing Manager will report to the Director of Pricing Analytics and Project Management. This role will be focused on the development of pricing proposals in response to client demands, and for creating and tracking budgets for large matters in support of the Firm's Legal Project Management initiative.

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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 three years of law firm pricing experience with demonstrated progression in scope of responsibilities.
- Experience managing teams in a client-facing role is preferred.
- Proven ability to clearly and concisely summarize complex quantitative concepts, both orally and in written communications, to internal and external stakeholders.
- Must be proficient in Microsoft Office applications, particularly Microsoft Excel, Outlook, Access and PowerPoint.

Duties and Responsibilities:

- Work with a variety of key stakeholders, both lawyers and staff, to support the development of profitable pricing solutions in response to client RFPs and informal pricing requests.
- Support lawyers in rate and fee negotiations with clients.
- Advise and educate lawyers on the potential risks and reward of non-standard fee arrangements.
- Provide leadership in the development and evaluation of alternative fee arrangements, with appropriate consideration of quantitative and qualitative criteria.
- Work with lawyers to analyze historical matter performance and develop budgets for large engagements. Work toward meaningful profitability, efficiency improvement and reduction of write-offs.
- Deliver excellent customer service in response to lawyer and client requests.

Status: Exempt

Reports To: Director of Strategic Pricing Analytics and Project Management.

Qualifications(continued):

- High level of proficiency in financial modeling and spreadsheet functionality.
- Proven ability to manipulate data effectively and present findings to management and lawyers.
- Experience with proactively managing multiple, simultaneous projects. Proven ability to meet tight deadlines and successfully manage competing priorities.
- Exceptional attention to detail and accuracy.
- Excellent interpersonal and client service skills. Demonstrated ability to consistently communicate effectively and collaboratively with lawyers and staff of all levels.

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