

# NISBETS

You may or may not have heard of us, but chances are you've eaten from one of our plates or had a drink from one of our glasses. Nisbets supplies a huge range of professional equipment and non-food catering supplies to a wide range of hospitality companies and exports to 100 countries. The oven in which the pizza was baked before delivery or the crockery in your favourite restaurant could just come from Nisbets.

Since our founding as a small family business in 1983, we have grown into a leading multichannel supplier of professional equipment and non-food catering supplies in Europe. Our story is one of great growth, enormous challenges and many opportunities for further development. Our turnover has doubled in the last 5 years, and we are still expanding. We need ambitious people to help us achieve our international growth plans. The development of our activities in continental Europe will be the cornerstone of Nisbets' ambitious growth plans.

For the expansion of our commercial department in Eindhoven, we are looking for a:

## **Pricing analyst (m/f) 40 hrs.**

As a Pricing analyst you are responsible for researching, setting up, comparing and monitoring price models with the aim of realizing an optimal sales price for Nisbets. You don't do this alone! Together with our Nisbets pricing team, the Commercial team in the UK and with Marketing and Sales teams in the European countries: The Netherlands, Belgium, Germany, France (and Export) you will optimize price setting for Europe.

**You won't be bored for a day in this position with duties and responsibilities in the areas of:**

- Pricing projects for all European regions including competitor pricing analysis;
- Benchmarking within and between European regions
- Preparation of pricing proposals taking into consideration competitor offers and margin protection & improvements;
- Maintenance and loading of pricing files across all divisions, including promotional setups on Maginus and on the web;
- Low margin reporting and investigation;
- Assisting with ad hoc commercial team projects.
- Supporting business decisions through insight and analysis to support pricing recommendations based on insight and availability;

### **Your profile**

You have a relevant completed Bachelor education. Besides that you have 3 years of relevant work experience and you are ready for a next step in an independent position! You are proactive, take the initiative and know how to turn your analyses into clear, concrete proposals. You also carry out your plans and ideas yourself, in close cooperation with the team in Eindhoven and in the UK. You want to build, improve, convince, optimize and ensure growth together. And if you run into a wall, you don't turn around, but you want to get over, around or even through it.

Of course, your personality is at least as important! A friendly, down-to-earth and open personality fits the Nisbets team perfectly.

### **You have/are:**

- Bachelor degree in a commercial/business education;
- Commercially oriented;
- An excellent command of the English and Dutch language in word and writing; some reasonable knowledge of French and/or German language is preferable
- Good communication skills; you feel comfortable presenting analyses formally and informally;
- A strong, open, proactive personality;
- A hands-off, feet-on-the-ground mentality; you analyse, initiate and ensure hands-on implementation;
- Some experience with Pricing management is preferred;

**Software Skills:**

- Excellent command of MS office programs, particularly Excel and PowerPoint.
- Experience or good knowledge of CRM and database management.

**Nisbets offers you:**

- Great job in an international setting where you can really make a difference
- A top working atmosphere in a close team with nice colleagues;
- A good salary in line with the market;
- Non-contributory pension (age-related contribution by employer);
- 25 leave days in case of fulltime employment;
- Travel allowance from the first km;
- Employee discount on purchases of Nisbets products;
- Our building is located near the centre of Eindhoven and is easily accessible by bicycle and public transport;

**Do you recognize yourself in the above profile please respond immediately!**

Your reaction (or questions about the position) can be addressed to:  
Maikel Trum, Category Manager EU via [careers@nisbets.nl](mailto:careers@nisbets.nl)

When you are invited for an interview, part of it will be conducted in English, as assessment.

For more information about our organization check [www.nisbets.nl](http://www.nisbets.nl)

Acquisition is not appreciated.