

tonik

Energy for the switched on

Role Title

Pricing Manager

Closing Date

Ongoing

Salary

Competitive

Bonus

Up to 10% of salary based on individual and team performance

Who are Tonik?

Tonik is a business that aims to re-write the rule book within the energy industry. We believe in offering renewable, clean, affordable energy to the whole of the UK. What's more, we are on a mission to help our members to reduce their energy bills by 50% over the next 5 years. You see, energy companies have spent too long taking advantage of their customers. We are providing a greener, cleaner, better alternative.

What you will be doing

Tonik's overall proposition is an increasingly critical part of the business as we grow B2C, expand our product offerings and continually develop the business. The Pricing Manager is responsible for the overall proposition offered by Tonik, and the GM on this, including the overall energy cost stack, the product and the features and benefits for our members. You will be supporting wider business initiatives to deliver business growth, including new product lines and markets. You will monitor performance against forecast and plan an ongoing basis, identify trends, risks and opportunities in the competitor marketplace and will work closely with colleagues to ensure business targets are achieved.

What we are looking for

A highly commercial self-starter, you will have a real interest in Tonik's products and the ability to combine options to create compelling offerings for our customers. You will be a people person, able to work constructively with the Marketing, Commercial, Products and Finance teams to ensure we are meeting our members' needs and hitting our performance targets.

You will have prior experience in pricing in a retail supply business and be keen to expand your repertoire into products and wider offerings. This role also involves management of the costing analyst, who ensures that all supply costs are accurately calculated and forecasted for the propositions.

Key Responsibilities

- Owning the development of initiatives to optimise business performance through product pricing and understand how to optimise the full suite of products, features and benefits to help Tonik's members reduce their energy bills by 50% and hit business performance targets
- Co-ordinating the implementation of pricing decisions across stakeholders, including Products, Operations and Marketing
- Develop and maintain an accurate view of the competitor landscape and activity to help inform Tonik's positioning in this marketplace
- Coaching and development of junior colleagues

Key Skills

- Proven ability to be able to think commercially, as well as analytically
- In depth experience of conducting analysis, interpreting findings, and creatively presenting to senior stakeholders
- Excellent communication skills; able to introduce new ideas and challenge status quo thinking constructively
- Previous experience of working within the energy industry, preferably in a pricing role
- Highly numerical

Key Behaviours

- Brilliant attitude – friendly, personable, open.
- Has great attention to detail. Able to consistently deliver 'right first time'.
- Proactive, comfortable working in a high-paced environment and creating new ways of working
- Highly proactive, happy to take responsibility
- Able to grow as the role grows

Why work for Tonik?

We value our people more than anything, we don't expect our staff to care about our company without us caring about them first. We look after you in the hope that you will show the same care to our members. Not only are we caring, but we are fun! We pride ourselves on having one of the best office environments in Birmingham. Also, we're at the forefront of doing something rather different in the energy industry – Smart is an enabler and part of a much bigger picture for us (...think solar, battery, EV charging, etc.). We'd love you to be part of it!

Interested?

Apply now by clicking the below link:

<https://workable.com/j/FB4CBE6F6C>

