



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/06

Manager, Pricing and Revenue Planning

Job ID 216222-en_US-6091

Web Address

https://careers.indigenous.link/viewjob?jobname=216222-en_US-6091

Company Rogers

Location Toronto, ON

Date Posted From: 2021-02-25 To: 2050-01-01

Job Type: Full-time Category: Telecommunications

Description

<p>Come play a key role in building the future of Sports & Media! Everyone wants to be part of a transformational team & that's exactly what we're building at Rogers Sports & Media. A team that innovates and a team that wins.</p><p>At Rogers Sports & Media we are committed to creating and growing teams that are digital-first, fast-moving and bold-thinking and are focused on delivering impact with everything they do. Our impressive collection of assets includes media properties, sports teams, sports events & production, venues, e-commerce platforms and a close connection with our Connected Home and Wireless team. Collectively, we touch 30 million of Canadians every month.</p><p>Not only is our business strong, but so is our culture. We genuinely care about each other and working in an environment that allows each of us to bring our best authentic selves to work. That starts with our firm commitment to a diverse, inclusive and safe workplace. We're also dedicated to giving back by using our media megaphone to help Canadians who need it most. Our team is All IN on diversity and inclusion & find out more at https://www.allinforequity.ca/.</p><p>As we grow our team, the well-being of our team members remains our top priority. To ensure the health and safety of our team members, including those in the recruitment process, our team members are temporarily working from home.</p><p>Are you up for the challenge and the fun? If so, consider the following opportunity!</p><p>We're looking for a Manager, Pricing and Revenue Planning to work closely with the Sr. Director, B2B Distribution Strategy to develop and recommend product pricing initiatives to drive overall revenue and subscriber growth and mitigate cannibalization impacts and price erosion.</p><p>You will be responsible for developing robust analytical tools and financial models to support product pricing decisions and future direction of the traditional distribution and B2B/DTC business. </p><p>It will inform pricing on all products (linear and digital) and conduct ongoing sensitivity analysis on specific marketing initiatives and partner activities.</p><p>You will work cross-functionally with the role's collaborative peer set, including business leads, consumer insights, and marketing primes to lead pricing and packaging analytics and reviews.</p><p>What you will do</p></div>

Determinations:

- Develop and recommend pricing models based on product roadmap and strategic priorities which deliver on short, medium, and long-term revenue growth plans for the Distribution team.
- Identify new pricing models for traditional distribution partners and assess market/revenue potential associated with B2B sales and distribution opportunities.
- Conduct financial analysis for new initiatives (e.g. new rate cards, new products, bundles) and prepare recommendations to the business.
- Responsible for building business cases for new products and partnerships, assessing business risks, and outlining pricing considerations to gain alignment from key stakeholders on recommendations.

Reporting and Analytics:

- Develop and maintain analytical tools, financial models, research and processes to support a deeper level of analysis and insight into RSM's product pricing
- Lead "Deep Dive" pricing analytics and reviews on key initiatives to develop future strategies for subscriber and revenue growth or mitigate revenue decline.
- Monitor, research and analyze the competitive media environment and pricing practices.
- Manage ongoing reporting and preparation of forecasts for subscriber trends and revenue for the distribution team (both traditional, Direct to Consumer and Business to Business).
- Establish revenue and subscriber KPIs for various distribution opportunities and communicate progress on a regular basis identifying the drivers behind any variances.
- Adjust pricing models based on market and consumer behavior

What you will bring:

- Experience in pricing and/or financial analysis.
- Well versed in the fundamentals of distribution negotiations and demonstrates a vast understanding of business case development, interpreting consumer insights, and a strong grasp of the BDU and Digital video content landscapes.
- A strong background and understanding of digital content distribution across multi-platforms, particularly in an IP environment.
- Strong organizational skills with the ability to ensure project timelines and deliverables are met or exceeded.
- Excellent communications (written and verbal), presentation and interpersonal skills with an ability to build relationships.
- Able to work effectively within a team.
- Highly self-motivated with the ability to work independently.

Here's what you can expect in return:

- A competitive salary and benefits that include access to our Employee Share Accumulation Program, Retirement Benefits and a variety of other perks including 50% off Rogers services and Blue Jays tickets
- A manager who deeply cares about your development and long-term career at Rogers
- A team that trusts and wants to win together
- Smart and accomplished colleagues who are focused on both the "what" and the "how"
- Flexibility to work from home even after the pandemic ends
- Your choice of hardware and software (iPhone or Android/Mac or PC etc.)
- As we grow our team, the well-being of our team members remains our top priority. To ensure the health and safety of our team members, including those in the recruitment process, our team members are working from home, and are equipped to do so safely and efficiently
- Not from the city No problem! Rogers invites candidates to apply no matter where you are located as you will be working remotely.

style="font-size:12.0px">What makes us different makes us stronger. Rogers has a strong commitment to diversity and inclusion. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the<#160;Rogers FAQ.</div></div>
Schedule:<#160;Full time</div></div></div>Shift: No Selection</div></div></div>Length of Contract: Not Applicable (Regular Position)</div></div></div>Work Location:<#160;1 Mount Pleasant (083), Toronto, ON<#160;</div></div></div>Travel Requirements: Up to 10%</div></div></div>Posting Category/Function: Finance & Accounting & Business Planning</div></div></div>Requisition ID: 216222</div></div><#160;</div></div>Posting Notes:<#160;Media<#160;</div>

For more information, visit Rogers for Manager, Pricing and Revenue Planning