



Canada's leading full-service OOH advertising company, with more than 9,000 static and digital displays in over 60 markets across Canada, including the 10 largest markets in the country.

We are currently seeking an enthusiastic and driven team player to join our Business Transformation Office as a *Pricing & Revenue Analyst (Sales Operations)*

In this role, YOU will be responsible for

- Develop, implement and improve CRM dashboard reports using Looker analytics
- Develop, implement, improve, and maintain robust pricing tools and best practices guides.
- Confidently manage large datasets in Microsoft Excel, using data analytics to identify opportunities to maximize price, occupancy, and yield for all markets, media types, and advertisers.
- Collaborate with business on pricing best practices and strategy.
- Work with all levels of the sales organization to gather feedback on existing pricing processes and management tools; develop and implement improvements.
- Drive training and adoption of improved pricing processes and tools.
- Provide pricing support for our business, such as historic pricing and occupancy reviews, developing pricing consistency based on occupancy trends, and analytics support for rate negotiations.
- Work cross-functionally with Executive leaders to develop and maintain pricing floors for programmatic platforms and exchanges.
- Document current remnant inventory pricing process, identify improvements, and recommend best practices around pricing and selling remnant inventory.
- Maintain all ratebooks, rate grid templates and discount grids for all products.
- Participate in special projects as these opportunities present themselves.
- Other duties as required.

YOU possess

- Post secondary education - degree or diploma in relevant field or an equivalent combination of education, training and experience.
- Effective planning, prioritization, organization, multi-tasking and time management skills to meet deadlines and changing priorities.
- Familiarity in data analysis, and data visualization techniques and tools
- Strong computer proficiency in Microsoft Word, Excel, Access and SQL
- Good communication skills both oral & written including technical writing skills
- Good interpersonal skills and the ability to build healthy working relationships
- Team player who is both flexible and adaptable
- Knowledgeable with virtual meeting technology, MS Teams, Zoom etc..
- Location can work in any of our offices in Canada.

Candidates are invited to submit their resume to Human Resources
by fax at (416) 255-5714 or by e-mail at: jobs@outfrontmedia.ca

We thank all candidates for their interest, however, only those under consideration will be contacted.

'OUTFRONT Media Canada LP is an equal opportunity employer and is committed to providing an inclusive, barrier-free recruitment and selection process and work environment. If you are contacted for a job opportunity, please advise Human Resources if you require an accommodation to participate in our recruitment process, we will work with you to meet your needs.'