



SANGEETHA NAVANEETHAKRISHNAN

PRICING ANALYST

CONTACT

+91 9952852954

sangezone@gmail.com

2D - 29 Konju Nagar,
Kovilpalayam,
SS Kulam Post,
Coimbatore 641107

Tamilnadu, India

SKILLS

- Project Management
- QlikView
- Power BI
- Microsoft Excel
- Microsoft Access
- SAP
- Salesforce
- Analytical Thinking
- Adaptability
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Quick Learner

PROFILE

Detail-oriented and analytical Pricing Associate with 11 years of experience in developing pricing strategies, analyzing market trends, and maximizing revenue growth. Proficient in leveraging data-driven insights to recommend optimal pricing models that balance profitability and competitiveness. Skilled in collaborating with cross-functional teams, conducting competitor analysis, and utilizing advanced tools and pricing software to achieve business objectives. Adept at problem-solving and delivering solutions that align with organizational goals in dynamic and fast-paced environments.

WORK EXPERIENCE

Avantor Inc

JUN 2021 - PRESENT

Pricing Associate

- Generating regular and on-demand reports using SAP for EU pricing analysis.
- Served as a Pricing Manager, overseeing 369 branded products, where I established and adjusted pricing while implementing strategies to boost sales for my brands.
- Examine pricing strategies and develop list prices following the defined country-specific regulations.
- Locate and define process improvement opportunities to make the process effective both in quality and turnaround time.
- Sharing the best practices within the team and taking initiative in any new ad hoc report by preparing the template.
- Maintaining the selling (list) prices and customer prices of all VWR catalog products in Europe to ensure business profit.
- Paying attention to the overall pricing team improvements in service deliverable, process improvement ideas, and knowledge sharing.
- Coordinating with the pricing manager to create monthly goals for associates to measure their performance monthly.
- Managing incoming volume and making sure to complete it by end of day.
- Created database reports for management evaluation.
- Dedicated to finishing projects by or even before the set deadline.
- QlikView Project (Global) - Enhanced reporting system implementation to automate recurring reports: Develop consistent reporting methodology with Senior Management to solution, standardize, and automate all Global reports.
- Creating the Ad-hoc reports to view the business stands using Power Query and Power BI
- Excel training is provided to the team and new joiners and monitors their performance continuously.

VWR Labs & Products Pvt. Ltd

Feb 2009 - Jul 2012

Senior Pricing Associate

- Preparing reports through SAP on regular basis (scheduled and ad-hoc) for EU Pricing
- Managers in helping them to improve the sales/margin.
- Analyze pricing proposals and create list prices based on defined country specific rules.

LINKS

<https://www.linkedin.com/in/sangeetha-karthikeyan-797b80242>

LANGUAGES

- English
- Tamil
- Telegu

PERSONAL DETAILS

DOB : 31-July-1983

Nationality : Indian

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- **MARKETICS Technologies India Pvt Ltd** Apr 2006 - Oct 2008
Business Analyst
 - Analysis of FMCG product in SAS
 - Statistical Analysis of existing data to improve the business performance
- **CMAG SOFT-TECH** Oct 2005 - Mar 2006
Quality Controller
 - Quality check from OMR data
- **G.B NAHAR Softwares** Jun 2004 - Sep 2005
Team Leader
 - Quality check from OMR data

EDUCATION

- **Alagappa University, Coimbatore** Jul 2004 - May 2006
M.Sc. - Information Technology
 - Completed with the percentage of 69%
- **Bharathiar University** Jul 2001 - May 2004
B.Sc. - Computer Science
 - Completed with the percentage of 77%
- **Presentation Convent School** Apr 2000 - Mar 2001
Higher Secondary (12th Standard)
 - Completed with the percentage of 68%

I hereby declare that all the details and particulars furnished above are correct to my knowledge.

Place: Coimbatore-107.

Date:

Regards,
(N. Sangeetha)