Position Title:	Pricing Scientist
Organization:	Pricing Science
Location:	Austin, Texas

Description of Position:

The primary role of this position is to design and execute the scientific modeling employed in Zilliant's projects and products, and to ensure that the mathematical techniques and methods are appropriate, effective and efficient to drive measurable financial benefits for leading manufacturers, distributors and commercial service companies worldwide.

This role is responsible for executing the modeling implementation work during client engagements and in research to extend the company's modeling and optimization related capabilities.

Specific responsibilities of the position will vary on the basis of project assignment and project role, but may include:

- Conducting exploratory and solution-focused analysis of client data
- Providing expert opinion on mathematical implications of pricing methodology
- Configuring Zilliant Optimization Platform per client requirements & solution design
- Validating results and performance of as-built client solutions
- Developing and delivering presentations to clients and prospects related to the modeling aspects of Zilliant's solution, insights from analysis of client data, recommendations regarding alternative approaches
- Providing detailed guidance, inspection and QA for development of demand and optimization models

Requirements:

The primary requirement for this role is demonstrated expertise in operations research and demand modeling (statistics, econometrics) methods, techniques and literature. Generally this is demonstrable by possession of an earned Masters degree in appropriate disciplines.

In addition, candidates for this position will possess the ability to solve complex mathematical problems, leverage an array of database and data science software tools, assist in deployment of large scale commercial software, think creatively and work effectively with teams of professionals engaged in solving real-world business problems. The pricing scientist must confidently present the details of Zilliant science to existing and potential customers, answering detailed technical questions on optimization theory, statistical techniques, and pricing methodology.

Key skills and experiences sought include:

- Masters or PhD in Operations Research, Industrial Engineering, Statistics, Mathematics, Physics or related discipline. Additional advanced degrees in business, marketing or finance a plus
- In depth academic exposure to, and/or one to two years experience in
    - Pricing and revenue optimization techniques, ideally using CPLEX
    - Data mining, statistical, optimization or other relevant modeling experience,
    - Dealing with large data sets and developing analytic software using SQL and data mining tools preferably Tableau and/or MatLab
- Ability to work with teams of professionals
- Ability to communicate effectively with colleagues, clients and prospects

Desirable skills and experience

- Academic or industry experience in B2B or B2C pricing and revenue optimization
- Experience in developing and deploying large scale enterprise software, which employs operations research or statistical/econometric techniques, methods and algorithms
- Industry experience in B2B distribution, B2B discrete manufacturing, transportation, hospitality, and/or financial services is desired
- Experience in managing client engagements and/or internal, professional teams