



Hiring manager: Florence Lambla, Manager, Pricing

Recruitment consultant: Mirela Petriman, Talent Acquisition Partner

Who we are:

Steelcase was founded as an office furniture maker, and we've evolved into the global leader in workplace solutions. We apply our insights to the intersection of space, technology, and furniture, helping individuals and teams in leading companies around the world to have a better day at work.

We pursue innovation, strive for sustainability and develop insights in every part of our business.

Job vacancy

Pricing and Contracts Intern, based in Cluj-Napoca (12 months internship)

Ref# 214035

The Pricing and Contracts team are looking for a talented and motivated individual who seeks to start working in a multicultural and friendly environment. To be successful in the role, you'd need to be curious, excel in building strong relationships and enjoy working in a fast-paced environment. This position offers a chance to work with colleagues from across the globe and interact with multiple departments within the firm. In addition, it provides not only unparalleled exposure to Steelcase's business but also an opportunity to contribute to the firm's strategic priorities through an incredibly important lever – our pricing.

What you will be doing:

Help the Pricing and Contracts team manage day-to-day activities:

- Provide support for analytical tasks/activities (e.g. discount & net prices analytics)
- Work on ad-hoc projects such as: gathering competitive intelligence, performing win-loss analyses, conducting market price research, etc.

- Prepare pricing reports and dashboards, monitor performance and lead continuous improvement actions
- Support contract management activities (e.g. update plans, conduct performance reviews)
- Help the team manage the daily pipeline of pricing requests through effective prioritization
- Develop relationships with stakeholders from other teams who work closely with Pricing such as Finance, Marketing, Sales and Contracts
- Collaborate closely with Pricing Analysts/Managers and the Sales teams to create, maintain and reflect pricing conditions in our workflow tools
- Help document, structure and optimize pricing processes

Education/Experience:

- Bachelor or Master's degree student (ideally in the fields of Business, Finance or Economics)
- Excellent knowledge of Excel and other Microsoft Office tools
- Fluency in English (French would be a strong plus)
- Previous exposure to a multicultural environment would be a strong plus

Skills/Abilities:

- Curious and analytical, with strong problem-solving skills
- Able to think holistically as well as focus on the details
- Good communication skills, both written and oral
- Able to express thoughts clearly and adapt to different communication styles
- Team player, able to help others and work cross-functionally
- Able to build and foster strong business relationships
- Flexible thinking and ability to deal with challenges
- Strong sense of organization, rigor and structure
- Empathy and an open-minded attitude with an optimistic mindset
- Eager to go the extra mile to achieve objectives and goals

Pro Tip:

Before applying, we encourage you to research the fascinating world of pricing which is a growing field in many multinational firms such as ours. We hope that you will share our enthusiasm and will choose to embark on this exciting journey with us!

How to Apply:

We invite you to submit your resume/CV through our [careers page](#) and then search for the tracking code at the top of this posting. If we can make the application process easier through accommodation, please email us at mpetrima@steelcase.com

We are proud to have a diverse and inclusive workforce, and we're always looking to get better. We value applicants who are comfortable interacting with people different than themselves. Women, people of any race or national origin, lesbian, gay, bisexual, and transgender people, veterans, working mothers and fathers, and everyone else are all invited to apply.

Steelcase provides employment opportunities to all qualified employees and applicants without regard to race, color, creed, genetic information, religion, national origin, gender, sexual orientation, gender identity and expression, age, disability, or veteran status and bases all employment decisions only on valid job requirements.