

Pricing Analyst

Practice group/Global Operations team: Global Operations

Full time/Part time: Full time

Location: Leeds

About Eversheds Sutherland:

Eversheds Sutherland represents the combination of two firms with a shared culture and commitment to client service excellence. We are each known for our commercial awareness and industry knowledge and for providing innovative and tailored solution for every client.

As a full service law firm, we act for the public and private sector across the UK, Europe, Middle East, Africa, Asia and the USA providing legal advice to clients across its company commercial, human resources, litigation and dispute management, and real estate practices.

With 67 offices across 34 countries worldwide, we have become one of the largest law firms in the world and a great place to work and develop your career.

The Team

The Pricing and Value team supports the Eversheds Sutherland International partnership to deliver profitable growth. We provide support on strategic pricing opportunities and the creation of innovative fee arrangements.

The Role

The role requires someone who wants to be the best at what they do; who can handle pressure and enjoys making decisions that will have a real impact on our business. The work is stimulating, the atmosphere dynamic and the results highly satisfying.

Skills and experience:

We are looking for someone who can demonstrate:

- Highly numerate and analytical.
- Strong attention to detail and excellent written and verbal communication skills.
- Ability to communicate effectively with lawyers, professional level business services employees, and peers.
- Strong organisational skills and an ability to prioritise and complete simultaneous projects.
- Ability to meet deadlines and work well under pressure.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint).
- Educated to degree level or A levels with relevant work experience.

Key responsibilities:

- Supporting the Pricing and Value team working with the partners and the pitch team in relation to the pricing of work and client rate agreements.
- Provision of pricing support to practice groups and sectors.
- Support on financial modelling and scenario analysis to support pricing decisions.
- Support development and delivery of the pricing related projects.

- Assist with post completion reviews in relation to matter profitability.
- Assist with producing and interpreting financial information and analysis for departments, partners and fee earners.
- Ensuring client agreed rates are accurately reflective in the Practice Management System.

Key competencies:

- Confident and credible in dealing with internal and external stakeholders.
- Creative, able to think laterally and have a commercial outlook.
- Consistently positive attitude and 'can do' approach, as well as the ability being able to work well on your own initiative and as part of a wider team.
- Solution oriented with a lively, energetic and positive outlook. Pragmatic, robust and resourceful, with the ability to adapt quickly to different situations and personalities.