

Product and Pricing Manager (Brakes)



ATE – Career Opportunity

Reporting to:
Marketing and
Sales Director

Based at:
ATE in
Gauteng



Position overview / summary: The Product and Pricing Manager (Brake) plays a central role in Life Cycle Product Management. They are responsible for developing and managing pricing strategies that maximize profitability while remaining competitive and attractive to customers. Act as the bridge between business goals, customer needs, technical execution and combine data analysis, market understanding, and strategic decision-making, while ensuring compliance with local safety regulations.

Job description (role responsibilities and key activities):

- Product Planning and Road mapping
- Balance Business Goals, Technical Feasibility, and User Needs
- Develop product strategy and vision together with the Commercial and Marketing Teams
- Product management – manage product life cycle across multiple parties
- Manage the Automotive product catalogue, working with various stakeholders to maintain data integrity
- Conduct market and competitive analysis
- Identify market gaps and opportunities for product development, creating the business proposal to drive such introductions
- Managing Product Development via Cross-Functional Collaboration with Teams i.e. Manufacturing, Marketing, Sales etc.
- Plan, Execute and Monitor Product Launches, as well as Go-to-Market
- Collaborate towards a value driven product portfolio, balancing demand and supply
- Pricing Execution and Management
- Develop pricing strategy and clear policy across the divisions in Automotive aftermarket

Job description (role responsibilities and key activities):

- Introduce advanced pricing tools and technologies to automate workflows and improve accuracy
- Pursue continuous improvement across the pricing discipline through simplification, standardization, elimination and automation
- Make sure that all prices for customers are properly maintained in JDE and other connected systems
- Ensure all pricing cut-off dates are tracked carefully and executed expediently
- Collaborate with commercial team to create pricing proposals
- Create tactical pricing deals proactively and collaboratively
- Work closely with IT and third parties to ensure correct pricing in the system
- Update pricing policy as and when required to ensure adherence
- Perform Profitability and Cost Analysis
- Work closely with Procurement or other departments in determining costs and related mark-ups driving competitiveness
- Provide margin and profitability assurance to the Sales team regarding offers/tenders
- Collaborate with Technical, Manufacturing and Finance to ensure alignment/delivery of business opportunities
- Work together with Finance and Sales in managing rebates and profitability
- Monitor performance and conduct ad hoc weekly/monthly reports on pricing execution and related margin maintenance
- Analyse Data and Performance
- Implement Data-Driven Decision Making i.e. KPIs, User Behaviour, Customer Insights etc.
- Develop automation tools for workflow optimization
- Ensure Compliance and Governance
- Stakeholder Management
- Drive innovation and growth

Required experience and qualifications & Skills:

- Commerce Degree / Honours or related qualifications
- + 5 years' experience in a specialized Product Management and Pricing role
- Experience in JDE / Oracle / Power-BI / SAP
- Advanced MS Office
- Ability to think both strategically and analytically
- Strong leadership skills.
- Previous accountabilities in pricing/margin management will be advantageous
- Strong understanding of unit economics, price elasticity and demand signals
- Proven track record of driving measurable commercial impact (not just analysis)
- Strong ability to influence senior stakeholders across growth, product, finance and networks
- Core Skills and Competencies
 - Technical Understanding
 - Problem-Solving Skills
 - Communication Skills
 - Leadership and Collaboration
 - Customer Focus
 - Negotiation Skills

Applicants are required to submit their applications, including a detailed CV and proof of qualifications to lynned@ate.co.za by close of business on **03 June 2026**.

