



THE TOP LINE LAB

## Consultant in Pricing & Revenue Management

### Skills:

Pricing & Revenue Management  
Business Strategy  
Management Consulting  
Change Management  
Strategy

### Job description:

*The Top Line Lab* is a fast-growing data-driven consulting company in Pricing & Revenue Management, which aims to deliver advanced Pricing Transformation with a Modern approach, combining consulting methodologies, data science and software production.

Given our current growth in a very fast-paced environment, we offer exciting opportunities for entry-level, junior and senior people at our European headquarters in sunny Barcelona and looking particularly for **Consultant(s) in Pricing & Revenue Management**.

### Your mission:

The Consultant will be fully integrated to one of our two Practices (Manufacturing / Retail & Digital) with wide exposure to diverse industries and work streams. Immediate responsibility for managing Pricing and Revenue Management transformation projects reporting directly to the Director/Partner leading the Practice. This is an exciting opportunity to get involved in a variety of projects and become a key member of the team!

The right candidate will be able to learn and embrace our culture to understand how things are done and the level of commitment our partners expect. As a role that implies liaising with internal and external clients, the right candidate will be charismatic, enthusiastic, positive and able to provide solutions in complicated and unexpected scenarios.

### Tasks and responsibilities:

- Help us consolidate our expertise in Pricing & Revenue Management
- Direct Client engagement and support
- Drive Data-Driven Pricing Transformations
- Professional development Support
- Talent Acquisition Support



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### **Skills and requirements:**

- Between 2 and 4 years of experience as a consultant in a relevant firm **is a MUST**. Experience in Manufacturing / Retail / Digital is a plus
- Proven experience in Management Consulting **is a MUST**. Experience in Pricing & RM is a plus
- Lean Six Sigma is a plus
- Proven analytical skills
- Excellent delivery skills with the ability to prioritize work
- A creative mind with the ability to suggest improvements
- High level of autonomy combined with capacity to work as a team

### **Rewards package:**

- Competitive salary based on skills and experience
- Fun and friendly work environment with talented people
- And more!

### **Interested in this role?**

To apply send your CV (in english) to Natalie Sorolla Foster - [nsorolla@thetoplinelab.com](mailto:nsorolla@thetoplinelab.com)