

CASE STUDY

HEAD OF PRICING

A leading client in the education sector decided to set up a pricing function in and required a Head of Pricing candidate that would set the pricing strategy for the organisation both in the UK and worldwide subsidiaries.



CHALLENGE

A leading organisation within the education sector decided to set up a pricing function and required a Head of Pricing appointment to develop the pricing strategy for the company both in the UK and worldwide subsidiaries. Due to significant developments within the organisation they required a candidate that would not only grow and look after a team but also be take a commercial lead, have experience around strategic pricing and a marketing background to interact and engage with all parts of the business.



SOLUTION

SATIGO engaged with the education client with our Platinum Solution; involving mapping the pricing market, engaging in a headhunt exercise and meeting candidates to make sure that they provided a well rounded solution and more importantly a strong personality and character fit.



RESULT

SATIGO shortlisted two candidates who attended interviews with the client and in turn one candidate was successful in taking the appointment and remains an integral asset to the growth of the organisation.



We were building a Pricing team and worked with several recruiters who claimed to specialise in the market. Raisa identified the best candidates on the market (unknown to us) and filled the role successfully. She was professional throughout every step of the process and was receptive to feedback to ensure we found the right hire. Overall a very nice person to work with and an enjoyable experience to recruit through SATIGO

HEAD OF GLOBAL PRICING – EDUCATION SERVICES



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