

ThyssenKrupp Steel USA, LLC



Product Inquiry / Pricing Lead

10/22/2008

Job Description

ThyssenKrupp is a global leader in carbon and stainless steel with a proven track record of innovation, corporate citizenship, social and environmental responsibility, employee safety and customer satisfaction.

ThyssenKrupp Steel USA is seeking experienced **product control** and **pricing analysts** to ensure adequate support for ThyssenKrupp Steel's developing mill operations in Calvert, Alabama.

Our **Product Inquiry** and **Product Pricing Analysts** will:

- Develop monthly volume and pricing forecasts
- Develop annual business plan
- Analyze business development to ensure a balanced order book and prevent over booking of directed steel sales
- Monitor sales and pricing activity to ensure business plan and forecast targets are met
- Monitor pricing guidelines for contract and spot business
- Review customer contracts
- Establish price book and products for sale book, and update as required
- Establish terms and conditions of Sale and update as required
- Price check orders for accuracy prior to entry and monitor billing errors
- Review inquiries for profitability and fit to meet business plan
- Review inquiries to fill short term product availability

Job Requirements

Our Lead Product Specialist will have extensive hot rolled, cold rolled and galvanized sheet experience, primarily in Product Control, or Pricing, or Inquiry, and will have:

- B.S. degree in Marketing, Business, or combination of related education and experience
- At least 4 years experience in Sales and/or Marketing in the steel environment, with outside sales experience desired
- Experience monitoring pricing guidelines and establishing Price Book and



Sale Book criteria

- Must have excellent computer and analytical skills
- Must have good interpersonal skills

For more information, please contact **Mr. Steve Howser** at 251-289-3000, send resume to Steve.Howser@thyssenkrupp.com, or review our posting at <http://www.thyssenkruppnewusplant.com>.