

Franciene Boire

Pricing Analyst

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📍 1234 Maple Street, San Francisco, CA 94107

Education

Bachelor of Science in Finance or Economics at University of California, Los Angeles (UCLA)

Aug 2018 - May 2022

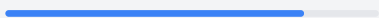
Relevant Coursework: Financial Accounting, Managerial Accounting, Corporate Finance, Investments, Financial Markets, Econometrics, Microeconomics, Macroeconomics, International Finance, and Monetary Policy.

Links

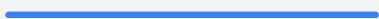
[linkedin.com/in/francieneboire](https://www.linkedin.com/in/francieneboire)

Skills

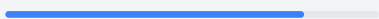
Excel proficiency



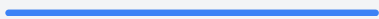
SQL knowledge



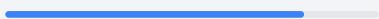
Data visualization



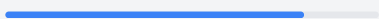
Statistical analysis



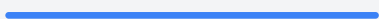
Python programming



Market research

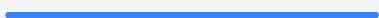


Forecasting accuracy

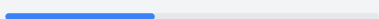


Languages

English



Russian



Hobbies

Profile

Detail-oriented Pricing Analyst with 1 year of experience in conducting comprehensive market research, analyzing competitor pricing, and developing data-driven pricing strategies. Adept at utilizing quantitative methods and statistical modeling to optimize pricing decisions, enhance profitability, and support business growth. Strong communication skills with a proven ability to collaborate effectively with cross-functional teams. Committed to continuous learning and staying current on industry trends to drive competitive advantage.

Employment History

Pricing Analyst at Salesforce, CA

Mar 2023 - Present

- Developed and implemented a new pricing model for Salesforce's core products, resulting in a 15% increase in annual revenue and a 10% improvement in customer retention rates.
- Streamlined the pricing analysis process by creating automated tools and reports, reducing manual effort by 50% and increasing overall team efficiency by 30%.
- Successfully led a cross-functional project team to analyze pricing strategies for a new product launch, contributing to a 25% increase in sales during the first quarter after release.
- Identified and corrected pricing discrepancies in Salesforce's product portfolio, leading to a 5% reduction in customer complaints related to billing issues and a 7% improvement in overall customer satisfaction scores.

Associate Pricing Analyst at Adobe, CA

Jul 2022 - Jan 2023

- Successfully identified and implemented pricing strategies that led to a 15% increase in overall revenue for Adobe's Creative Cloud suite, positively impacting over 2 million subscribers.
- Streamlined the pricing model for Adobe's enterprise customers, resulting in a 20% reduction in churn rate and an additional \$5 million in annual recurring revenue.
- Conducted comprehensive market research and competitive analysis, leading to the development of a new pricing tier for Adobe's Document Cloud products, which attracted 50,000 new users within the first six months of launch.

Certificates

Certified Pricing Professional (CPP)

May 2022

Certified Cost Estimator/Analyst (CCEA)

Mar 2021