



ERICK HERNANDEZ

Proposal coordinator/Pricing analyst

Experienced pricing analyst and proposal coordinator with working experience in Mexico and Romania for a leading company in the office furniture industry with valid permission to work in Finland.

CONTACT INFORMATION



+358 466841504



eric.cedillo@hotmail.com



Vantaa, Finland



27 September 1988



[LinkedIn](#)

WORK EXPERIENCE

PROPOSAL COORDINATOR

Steelcase | May 2019 - March 2020

- Lead the coordination or act as relay for Global RFPs interacting with the Americas, Latin America and APAC regions.
- Guide the project team in developing and supporting the strategy, defining the approach, organization, information structuring and format of the proposal.
- Define roles & responsibilities in the project team and align team members on objectives.
- Build strong strategic partnership with Sales, Dealers, support functions and the community rallied around the projects.

PRICING ANALYST

Steelcase | September 2011 - April 2019

- Offer strategies by developing smart and data driven pricing recommendations and present them to senior management.
- Lead pricing projects for the Americas, Middle east and some European countries sourcing products from NA and EMEA.
- Coach sales in applying value pricing & support dedicated international contract negotiations.
- Monitor customer & dealer volume evolution and provide feedback on customers' willingness to pay, discount levels and patterns.
- Management of rebates to end customers and administrative fees to fed/state/local governments for the Americas.

EDUCATION

MASTER'S DEGREE IN INTERNATIONAL BUSINESS

Universidad Autonoma de Nuevo Leon - Mexico

January 2015- December 2016

BACHELOR'S DEGREE IN ADMINISTRATION

Universidad Autonoma de Nuevo Leon - Mexico

August 2005 - December 2009

LANGUAGES

Spanish - Native speaker

English - Excellent command of written and oral (C2)

Italian - Knowledge of basic grammar and comprehension of simple texts or conversations of general topics (A2)