

Deborah R. Weissner

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OBJECTIVE

Strategic pricing professional with over 7 years of experience developing pricing and positioning, and providing advisory support for winning and retaining our largest and most complex opportunities, combining analytical expertise, technical proficiency, and strong communication skills to deliver data-driven pricing strategies. Seeking new opportunity to lead and contribute to cross-functional collaboration, drive revenue optimization and innovative solutions in dynamic environments.

EDUCATION

Master of Arts in Economics (emphasis in econometrics and finance) <i>Hunter College</i>	New York, NY
Bachelor of Arts in Economics, Honors <i>Hunter College</i>	New York, NY

CERTIFICATES

Pricing: Using Data to Improve Pricing Performance <i>MIT Management Executive Education</i>	January, 2021
Credential of Readiness (CRe) <i>Harvard Business School Online</i>	June, 2021
SQL for Data Science <i>University of California, Davis</i>	December, 2020

EXPERIENCE

Global Pricing Manager <i>Lee Hecht Harrison</i>	April 2018 – Present <i>New York City, NY</i>
<ul style="list-style-type: none">• 7+ years designing, modelling and structuring strategy for largest and most complex opportunities and providing advisory support to global sales team to execute pricing strategy.• Built and updated quarterly financial and segmentation modeling across consulting and managed services in all geographies.• Designed and produced dashboards using Power BI, Tableau and Python to monitor pricing trends across opportunities.• Built bid response models using logistic regression on win/loss data in Python and provided statistical interpretation to develop a highly targeted pricing strategy.• Transformed global pricing function by automating workflows in Python to expedite bid turnaround and reduce incidence of error.• Redesigned ETL processes and led compilation of data across price bids, contracts and opportunities to facilitate statistical analyses and query pricing across global accounts.• Implemented Python programs that flag ongoing contracts in currencies which have undergone severe devaluation.	
Pricing Specialist <i>Lee Hecht Harrison</i>	August 2017 – April 2018 <i>Ridgefield, CT</i>
<ul style="list-style-type: none">• Developed price segmentation model and used Python and MS Excel to automate quotation.• Advised on data management and infrastructure and led restructuring of tactical operations.	
Data Analyst <i>Mount Sinai Hospital</i>	May 2016 – August 2017 <i>New York, NY</i>
<ul style="list-style-type: none">• Managed and analyzed complex data on clinical outcomes, labor and costs of care using Stata and SAS Statistical Programming as part of a pilot to build a new alternative payment model thus overhauling the insurance system with respect to hospital care.• Created weekly, quarterly and ad hoc reports and presentation-quality visualizations using SAS and MS Excel.• Orchestrated data workflows across teams of physicians and research coordinators.	

TECHNICAL SKILLS

Statistical Programming: Python (incl. Pandas, NumPy, Matplotlib, SciPy, Seaborn), Stata, SAS Statistical Software
Other Proficiencies: SQL, Power BI, Tableau, MS Excel, MS PowerPoint, LaTeX, CSS, HTML, GitHub

INTERESTS

Road cycling, hiking, running, contemporary jazz, teaching financial literacy