

Deborah Weissner

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OBJECTIVE

Seeking Director-level role to lead pricing strategy, optimize deal operations, and translate data into revenue growth across complex, global markets.

EDUCATION

Master of Arts, Economics 2020

Hunter College

Graduate Focus: Economics, Accounting, Finance, Mathematics, Programming

THOUGHT LEADERSHIP

Datadog: Usage-Based Pricing & High Water Mark Billing 2025-2026

AWS: The Rippling Price Strategy of AWS

Verizon: How Share Everything Changed Everything (Verizon)

Pricing Blog | dweissner.github.io/pricing

CERTIFICATES

Pricing: Using Data to Improve Pricing Performance 2022

MIT Management Executive Education

Tableau Certified Analyst 2023

Tableau

PROFESSIONAL EXPERIENCE

LHH, NYC & Global April 2018

Global Pricing Manager

- Architected suite of Python-based tools automating quote generation, historical price retrieval, currency risk alerts and competitive intelligence research, cutting workflow time enabling team to structure more deals – driving a 15% improvement in profit margins.
- Executed market segmentation strategy, leveraging historical data to identify distinct customer segments and optimize target prices by product and segment resulting in 30%+ lift in profitability
- Built end-to-end pricing infrastructure integrating data pipelines, pricing logic, and output automation to replace manual processes and institutionalize analytical rigor across the pricing function.
- Translated complex data analysis into actionable strategy, bridging quantitative modeling and commercial decision-making to align pricing recommendations with business objectives.
- Led pricing analysis across the full deal lifecycle – from initial quoting through post deal review – enabling data-driven deal structuring and improved win rates on high-margin opportunities.
- Launched Quote-to-Win and Quote-to-Close tracking, driving measurable gains in sales effectiveness.

LHH, Ridgefield August 2017

Global Pricing Specialist

- Revamped pricing data infrastructure leading to significant operational improvements.

Icahn School of Medicine at Mount Sinai Hospital, New York May, 2016

Data Manager

- Managed and analyzed complex datasets on health outcomes, labor and costs using SAS, SPSS, etc.