



Title: Senior Pricing Analyst
Department: Finance
Office: Boston or New York
Reporting Structure: Director of Financial Planning & Analysis
Status: Exempt

The Financial Planning & Analysis team has an immediate opening for a Senior Pricing Analyst in either our Boston or New York office. The Senior Pricing Analyst will assist in managing the financial analytical functions of alternative fee arrangements (AFAs) and client/matter profitability. In addition, the Senior Pricing Analyst will play a key role in devising creative alternative fee arrangements, managing the review/approval process, developing reporting capabilities, and implementing strategies for leveraging AFAs.

Responsibilities:

- Develop processes and analyses in support of new pricing strategies;
- Develop economic models to assess the profitability of new business proposals and assist in the development of creative, workable pricing solutions in response to client pricing demands, including alternative fee arrangements;
- Train partners on best AFA practices and on the use of the Aderant MatterWorks™ tool;
- Assist the Business Development & Marketing team in drafting the financial and pricing responses to client RFP submissions, as well as the production of client pitch materials;
- Participate/lead various projects in relation to client profitability and pricing initiatives; respond to ad-hoc requests for client pricing support; and
- Provide financial status updates to partners, clients, and senior management as requested.

Qualifications:

- Bachelor's degree required; Finance or Technical discipline degree preferred.
- 5+ years of financial analysis experience in a global law firm (preferred) or legal/professional services environment.
- The ability to manage multiple priorities and complete tasks with minimum supervision.
- Must have strong working knowledge of database reporting, as well as advanced Excel skills.
- Strong communication and interpersonal skills required.
- Willing to travel as requested.

Brown Rudnick is an Equal Opportunity Employer.