Global Pricing Manager

SANDVIK

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Requirements

- Over 7 years of experience
- In pricing and/or consulting
- Within an international, matrixed environment
- Skilled in working with data, systems, and pricing tools
- Strong analytical and commercial skills
- Proven ability to lead teams and manage stakeholders
- Confident in driving projects from insight to execution
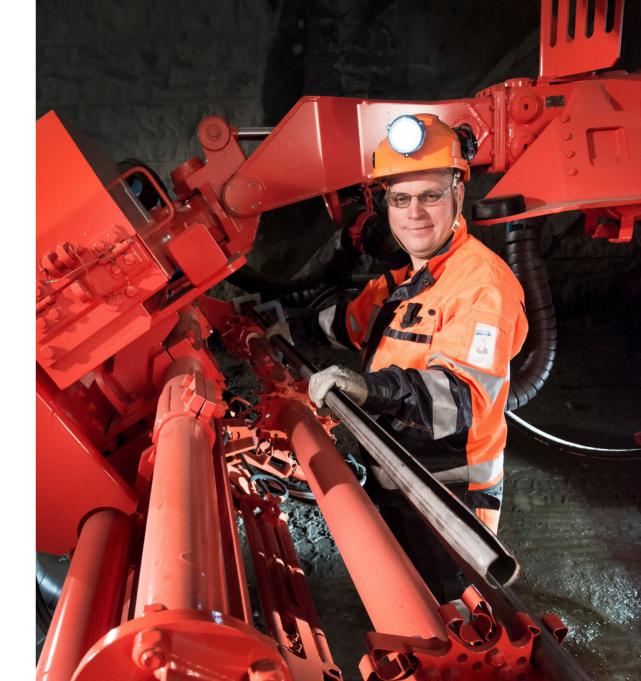
📍 **Amsterdam**

Sandvik is a global engineering leader in mining, infrastructure, and manufacturing. The Global Pricing Manager will shape pricing strategy, lead an international team, and drive commercial performance for the Parts & Services Division, the largest and fastest-growing arm of its Mining and Rock Solutions business area.
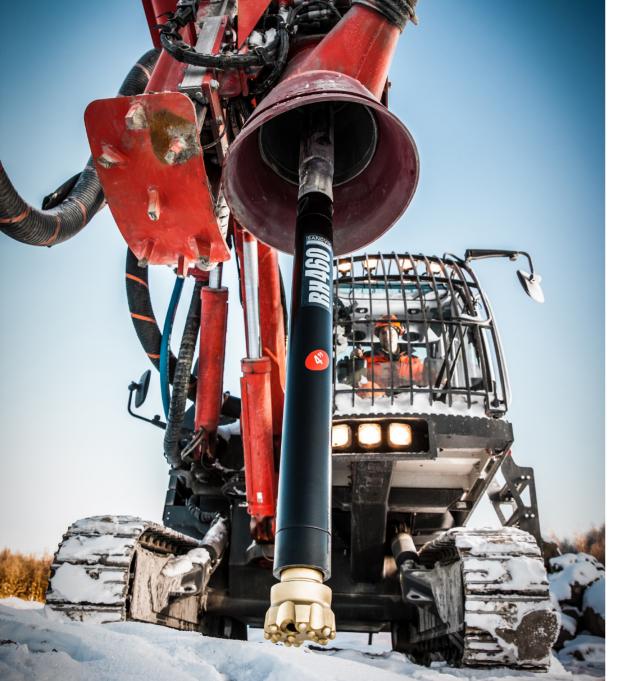
About Sandvik

Founded in Sweden over 160 years ago, Sandvik has grown into a global leader in engineering solutions for mining, manufacturing, infrastructure, and metal cutting. Known for its strong commitment to innovation, sustainability, and industrial digitization, the company combines deep technical expertise with global reach. With operations in more than 160 countries and approximately 41,000 employees worldwide, Sandvik generated annual revenues of over SEK 127 billion (approximately 11.5 billion euros) in 2024. The business is organized through a decentralized model built around three core areas: Mining & Rock Solutions (SMR), Rock Processing Solutions (SRP), and Manufacturing & Machining Solutions (SMM), each responsible for its own R&D, production, and sales.

Mining & Rock Solutions

Sandvik Mining and Rock Solutions (SMR) is the largest of the company's three business areas and a global market leader in equipment, tools, and services for the mining and infrastructure sectors. With more than 17,000 employees and 2024 revenues of SEK 63.6 billion (around 5.8 billion euros), SMR has a presence in nearly every mining region worldwide. The business area specializes in surface and underground drilling, rock cutting, loading and hauling, mechanical cutting, crushing and screening, and tunneling. A strong focus is placed on electrification, automation, and digital solutions, enabling customers to increase productivity while improving environmental performance and safety.

Parts & Services Division

The Parts & Services (P&S) Division is the largest division within SMR, contributing over two billion euros in annual revenue and employing more than six thousand people globally. By supplying critical parts, consumables, components, technical services, and advanced maintenance solutions, the division helps maximize uptime and performance across Sandvik's global installed base of equipment. With most of the leadership team based in Amsterdam, the P&S division offers strong alignment, short lines of communication, and direct access to decision-makers.

Global Pricing Manager

The Global Pricing Manager will play a pivotal role in driving the commercial performance of Sandvik's P&S Division. Supporting four key equipment divisions, the team manages several hundred thousand unique parts for customers in more than fifty countries and over twenty currencies. The Pricing Manager defines the strategy that keeps this global engine running profitably, balancing market dynamics, cost structures, and data insights.

Reporting to Niek van Zijl, Head of Pricing & Commercial Analytics, the Global Pricing Manager will lead a high-performing, internationally distributed team and act as a strategic partner in turning pricing into a true value driver. With five direct reports – four in place and one to be hired – across Europe, the Global Pricing Manager owns global list pricing and brings structure, focus, and leadership to a fast-evolving function. Collaborating with stakeholders in product, sales, finance, and engineering across regions such as Australia, Finland, Africa, the US, and Latin America, they operate at the heart of a complex global matrix.

Beyond the day-to-day operations, the Global Pricing Manager will spearhead strategic initiatives that transform pricing from a support function into a growth engine. This includes introducing competitor price intelligence, building pricing elasticity models, rethinking product segmentation, and modernizing country-based pricing factors. From shaping pricing architecture to co-developing a commercial playbook with partners like Bain, this hands-on role focuses on strengthening the team, securing early strategic wins, and laying the groundwork for long-term commercial impact.

"This is a high-impact role at the intersection of analytics, strategy, and execution. It's about driving change and challenging the status quo. Your job is to transform complexity into clear pricing logic that delivers real business results."

Niek van Zijl,
Head of Pricing & Commercial Analytics

The ideal candidate is analytical, structured, and globally minded. Down-to-earth, pragmatic, and people-savvy, they seamlessly connect the dots across data, teams, and geographies. Combining sharp insight with practical execution, this professional easily navigates complex challenges, bringing structure, clarity, and momentum to fast-moving environments. An inclusive and empowering leader, they build trust quickly and thrive in cross-cultural settings.

Based in Amsterdam, the Global Pricing Manager will join a close-knit, international team at the heart of Sandvik's global aftermarket business. The culture is relaxed and collaborative, shaped by a flat organizational structure that values expertise over hierarchy and encourages open dialogue at all levels. With direct access to senior leaders and the opportunity to shape major strategic projects, this role offers a high level of influence and visibility. It's a great fit for a candidate with a consulting or pricing background who's ready to step into a role where they can drive change and see results.

Interested?

Sandvik is working with Top of Minds to fill this vacancy.

To express your interest, please contact Roland Vetten at
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