JOB TITLE: Pricing Analyst II, Corporate Sales **DATE POSTED:** 10/21/2026

Location:	Valencia, CA / On-site	Level/Salary range:	$65,000 - $105,000 DOE (Full-Time)
Company URL:	www.WGHCO.com	Remote/On-Site:	On-Site

APPLICATIONS ACCEPTED BY:

Email:	dmagnussen@wghco.com, klundby@wghco.com	Subject line:	Pricing Analyst – Job Posting

JOB DESCRIPTION

About Us:
We are a leading aerospace distribution company dedicated to providing top-quality products and exceptional service to our clients. Our commitment to innovation and excellence drives us to deliver efficient and effective solutions in the aerospace industry. We are seeking a strategic, detail-oriented Pricing Analyst to join our Corporate Sales team.

Position Overview:
The Pricing Analyst will be responsible for supporting revenue growth in our Contracts department. This role includes project and data management, cost trend analysis, supplier negotiations, investment risk assessment, and setting firm fixed pricing for multi-year contracts. The Pricing Analyst will also assist with process improvements for the department and support company-wide efforts to improve internal operational efficiencies.

Key Responsibilities:
- **Bid Management:** Assist with project management for the full life cycle of the bid, from initial RFQ to award stage.
- **Source Selection:** Identify and select the best-fit source based on product quality, customer approvals, best cost, and overall supplier performance.
- **Supplier Negotiation:** Negotiate cost with suppliers to drive cost out of the business and allow for a more competitive price to the end customer.
- **Profitability:** Ensure ROI and margin meet or exceed company expectations by setting competitive market prices.
- **Bid Strategy:** Use critical thinking to solve complex problems and help create high-level strategies that increase win probabilities during the bidding stage.
- **Documentation:** Clearly and accurately track data and documentation pertinent to each project.
- **Process Improvement:** Assist with department process improvements and support company-wide operational efficiency efforts.

Key Qualifications and Education Requirements
- Bachelor's degree or 5+ years of applicable experience.
- Demonstrated critical thinking and business acumen.
- Ability to perform in-depth technical/professional research and analytics.
- Clear and accurate data entry and documentation skills.
- Ability to sit and use a computer for 8 hours per day.

Preferred Skills
- Excellent organizational and time-management skills.
- Good verbal and written communication.
- Detail-oriented with a strong analytical mindset.
- Ability to maintain a high level of productivity to achieve results.

Benefits
- Competitive annual salary.
- Comprehensive health, dental, and 401K.
- Sick and Vacation Days.
- Opportunities for professional growth and development.

Why Join Us?
Be part of a dynamic and innovative team in the aerospace industry, where you will have the opportunity to be part of its growth and success.