



Where talent is in good company.



Pitch and Pricing Manager (m/f/d) Full time; as of now!

Wolf Theiss is a leading business law firm in Central, Eastern and South-Eastern Europe with 390 lawyers in 13 countries and a central European hub in Brussels, over 80% of the firm's work involves cross-border representation of international clients.

We are seeking a dynamic and commercially minded Pitch and Pricing Manager to join our BDM team.

You are inquisitive, innovative and like to solve problems? In this role, you work closely together with Management, BDM and Finance on the development and implementation of innovative pricing strategies that align with client needs and firm objectives. You play an important part in supporting bids, pitches, and client negotiations, while helping to drive profitability and efficiency across the firm. You combine a passion for data and number-crunching, with creativity and curiosity to explore how technology and AI can support in pricing products and service lines.

Key Responsibilities

- **Client RFPs & Pitch Support:** Work with partners to scope and price responses to RFPs and other pitch requests. Together with the wider Pitch Support team, you ensure responses are client-focused and tailored to the opportunity.
- **Data Analysis:** Conduct reviews both during the matter lifecycle and post-matter to assess profitability and identify areas for improvement. Translate data into actionable insights and compelling narratives for partners and clients.
- **Policy Development:** Support the creation, implementation, and monitoring of firm-wide pricing policies, ensuring compliance with regulatory requirements, alignment with internal profitability targets, and best practice adoption.
- **Historic Review & Optimisation:** Analyse existing and historic client pricing agreements to identify opportunities for improvement and profitability enhancement. Work with our Client Relationship team to find new value propositions for key clients.
- **Modern Pricing Models:** Work with Management, BDM and Finance to develop alternative billing

techniques beyond hourly rates, such as fixed fees, retainers and value-based pricing, and assess the impact of AI, automation, and new legal service lines on pricing.

- **Technology & Innovation:** Together with our BTO Team, you evaluate pricing software to enhance commercial efficiency and accuracy. You consider how AI can be used for pricing and profitability strategies.

Skills & Experience

- Proven experience in pricing strategy and pitch management within a law firm or professional services environment.
- Commercial mindset with strong analytical skills and an understanding of client value.
- Excellent writing skills and the ability to tailor materials to a particular client and opportunity.
- Experienced in stakeholder management and communication, particularly with partners and senior legal professionals.
- Ability to leverage technology and data to drive pricing efficiencies and profitability.
- Strong organisational and project management skills. Be able to manage multiple requests and assess priorities.

What We Offer:

- A collegial working environment characterized by team spirit and enjoyment of work
- A responsible role in an international working environment
- The opportunity to contribute to a successful and stable company with its headquarters in Vienna
- A central location in the 1st district with excellent access to public transportation
- An annual pass for the Wiener Linien (Vienna public transport)
- **Health-care services, sports events, and company celebrations**
- Flexible working arrangements, including the option to work from home

If this role sounds like the right fit for you, please send us your CV and we'll get back in touch with you!

We offer a gross salary of EUR 3.500,- (based on full-time employment of 40 hours per week). Overpayment is possible depending on qualifications and professional experience.

Why join us? Get to know our **corporate culture!**

This is an exciting opportunity to help influence the firm's commercial strategy and work on innovative pricing solutions that shape the future of legal service delivery. You will work closely with partners and senior stakeholders, playing an important supportive role in driving growth and profitability.

We are committed to providing a working environment that values **diversity** as part of our corporate culture.

Applicants are selected regardless of their gender, age, ethnic background, nationality, religious affiliation, ideology, sexual orientation or special needs.



Contact

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