

HARDIK PATEL

PRICING MANAGER



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SOCIAL

LinkedIn

[linkedin.com/in/hardikpatelbianalyst](https://www.linkedin.com/in/hardikpatelbianalyst)

GitHub

github.com/hardikpatel-dx

Portfolio

hardikpatel-dx.github.io

EDUCATION

Business Foundations Certificate

Fanshawe College, London, ON

Diploma in Pharmacy

Karnataka Drug Control Dept | India

TECHNICAL SKILLS

- Pricing & Strategy
- SQL
- Pricing Analytics
- Forecasting & Modeling
- Power BI
- Python
- Excel (Advanced)
- Automation
- Data Governance

CERTIFICATIONS

Building High-Performing Pricing Teams

Professional Pricing Society | Mar 2026

Generative AI Overview for Project Managers

Project Management Institute | Mar 2026

Microsoft Certified: Power BI Data Analyst

Microsoft | Feb 2023

Microsoft Certified: Azure Data Fundamentals

Microsoft | Dec 2022

Microsoft Certified: Power Platform Fundamentals

Microsoft | Nov 2022

Power BI Project Certificate

Coursera | Oct 2022

Application of Data Analysis in Business with R

Coursera | Oct 2022

PROFESSIONAL OVERVIEW

Pricing and analytics leader with 7+ years of experience driving revenue optimization, performance measurement, and decision-support analytics in complex, multi-stakeholder environments. Proven ability to design pricing frameworks, forecasting models, and executive-level reporting that improve predictability, accountability, and business outcomes. Advanced user of Power BI, SQL, Excel, and Python with a strong focus on automation, governance, and strategic insight.

WORK EXPERIENCE

Pricing Manager

The Fastener Group | Alberta | Mar 2026 – Present

- Lead enterprise pricing strategy across 20+ Western Canada branch locations in the fastener, tools, and safety distribution sector
- Design and maintain pricing frameworks aligned with margin targets, cost structures, and competitive positioning
- Develop forecasting and scenario-based models to support leadership decision-making and revenue optimization
- Build and sustain executive dashboards using Power BI and SQL to drive data-informed pricing decisions
- Partner with sales, operations, finance, and IT to align pricing analytics with cross-functional business objectives
- Establish pricing governance and documentation standards to improve compliance and control

Pricing Manager

Bartle & Gibson Co. Ltd | Alberta | Dec 2024 – Mar 2026

- Led pricing strategy and analytics execution across multi-branch operations
- Designed and maintained pricing frameworks aligned with margin targets, cost structures, and business objectives
- Developed forecasting, scenario, and what-if models to support leadership decision-making
- Acted as central analytics owner, ensuring consistency across data, tools, and reporting
- Built and sustained executive dashboards using Power BI and SQL
- Partnered with sales, operations, finance, and IT to align pricing and performance metrics
- Established pricing governance and documentation to improve compliance and control

MORE CERTIFICATIONS

Learning Power BI Desktop

LinkedIn | Jul 2020

Using Power BI with Excel

LinkedIn | Jun 2020

Data Analytics for Pricing Analysts in Excel

LinkedIn | Nov 2019

Excel: Economic Analysis and Data Analytics

LinkedIn | Jan 2020

Workingsma@rt using Microsoft Outlook

Project Mgmt Institute | Dec 2018

REFERENCES

Available upon request

WORK EXPERIENCE (CONTINUED)

Senior Data/Pricing Analyst

Bartle & Gibson Co. Ltd | Alberta | Oct 2018 – Nov 2024

- Built pricing, margin, and performance models supporting revenue growth initiatives
- Analyzed pricing outcomes across products, customers, and regions to identify optimization opportunities
- Automated recurring analytics and reporting workflows using SQL, Excel, Power BI, and Python
- Delivered executive-ready insights translating complex data into clear business narratives
- Supported strategic pricing decisions through benchmarking, trend analysis, and impact evaluation
- Collaborated cross-functionally to support enterprise-wide pricing and analytics initiatives

SELECTED STRATEGIC IMPACT

- Designed pricing frameworks and governance models supporting margin protection and revenue optimization
- Built forecasting, scenario, and what-if models used in leadership decision making
- Developed centralized analytics and dashboards improving visibility, accountability, and predictability
- Led cross-functional pricing and analytics initiatives spanning pricing, operations, finance, and IT

KEY INITIATIVES

- Enterprise pricing scorecard and KPI framework development
- Pricing governance, controls, and documentation standardization
- Predictive and scenario-based pricing simulations
- Regional and portfolio-level analytics dashboards