

Deal Desk and Price Optimization



Deal Desk Analyst

- Create and optimize quote versions
- Review with sales representatives on each deal
- Seek sales management approval as needed
- Ensure transactional targets are aligned with organizational profitability goals



Sales Management

- Review and approve quotes



Sales Representative

- Collaborate with deal desk analyst on quote versions
- Review compensation impact of each deal
- Decide on which quote to move forward with in order to close the deal