

Role Description

Role Title: Senior Pricing Manager
Department: Underwriting and Pricing
Reports to: CUO

About Pikl

Pikl is on a mission to enable the growth of digital marketplaces, starting with vacation rentals. We design and deliver insurance-enabled solutions that help platforms, property managers and owners unlock new revenue and deliver better customer experiences.

Founded in 2016, we began by protecting individual hosts and homeowners with specialist holiday-let cover. That experience now powers our insurance-enabled products, which increase participation, lift conversion and drive revenue across the marketplace value chain: platforms, homeowners and guests.

With offices in Norwich and London, and plans for international expansion, we work with some of the most recognised brands in travel as well as major insurance aggregators.

Our Values

At Pikl, our values are the foundation on which our success is built. They guide how we work together, how we make decisions for customers and colleagues, and what we recognise and reward.

Created/Updated: April 2026

Senior Pricing Manager



Possibility

We think big and are fearless in turning challenges into opportunities. We stay curious, test ideas and learn quickly.

People

We put people first, building relationships rooted in empathy and trust. We respect, include, and learn from one another. We celebrate progress.

Progress

We unlock growth opportunities for our customers and each other yet make it our personal responsibility to own actions and see them through.

About the role

Following our initial success in the UK B2B enterprise level vacation rental market, we are scaling operations and growing to meet our customer demand. We are scaling quickly and require an ambitious and experienced person to help develop our pricing sophistication across the Pikl business. This is initially a 'hands on role' but there is future potential to grow this business function over time.

You will report to the Chief Underwriting Officer and have regular access to the CEO, CCO and Senior Leadership Team

Key Tasks / Responsibilities

- As our Senior Pricing Manager you will be responsible for UK B2B enterprise and UK B2C
- Owning, shaping, and delivering the technical pricing strategy across
- Identifying and building the pricing infrastructure (people & tools) in line with business requirements and plans
- Creation of technical risk models of appropriate levels of sophistication
- Reporting and analysis of product and panel performance, premium adequacy and competitiveness
- Production of pricing and rating recommendations
- Supporting the development of product, underwriting and pricing strategy
- Supporting the POD delivery teams on product development

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- Be pricing lead in relation to the performance management of Pkl UK MGA products including the identification of areas for improvement, working closely with claims and product
- Supporting the Chief Underwriting Officer with management of relationship with re-insurers/ capacity providers and suppliers of third party data to ensure we are meeting targets
- Support in negotiation of re-insurance / capacity binders
- Working as a go to industry specialist on vacation rental market insurance
- Being a source of pricing and pricing delivery expertise within the business

About you

- A growth mindset committed to achieving business objectives
- The ability to cope with rapid change and work under own initiative
- Stakeholder management, including the ability to communicate effectively across all media and adapt style to suit the audience
- The ability to answer hard, or poorly framed, questions using data
- The ability to communicate complex quantitative analysis in a clear, precise, and actionable manner
- Recent experience in Risk Pricing and/or Rate Setting / Optimisation for P&C Insurance within an Insurer or price-setting Intermediary
- Experience of a language with strong stats support (SAS, R, S+, Python)
- Experience developing and/or implementing complex rating algorithms
- Knowledge of standard industry pricing tools such as Emblem, Radar, or Earnix
- The ability to create robust solutions and recommendations where optimal data is not always available

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Why work at Piki

- Flexible working conditions, access to an incredible in-person working space
- Support from an awarding-winning CEO & Founder
- Annual holiday entitlement of 28 days plus bank holidays
- 35 hour working week
- Death in service scheme
- Access to wellbeing services
- Training and development opportunities
- Social events

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