

Alenia North America Inc.
Position Description

Date: 6/25/2010

Job Title: Director of Pricing

Business Unit/Department: Proposal and Contract Management

Position Summary:

The Director of Pricing is responsible for all cost/pricing preparation on complex proposals and contracts. The Director of Pricing will work with the proposal teams and supports Capture Managers on pricing strategies.

Position Responsibilities:

- Cradle-to-grave preparation of complex strategic cost/price proposals
- Apply expert knowledge in matters of proposal preparation
- Responsible for preparing pricing volume, establishing and coordinating price proposal schedules, and developing cost/price model and cost/price narrative
- Provides support to contracts in negotiating customer contracts
- Analyses estimates of labor, material, equipment, and other direct costs
- Ensure current, accurate and complete cost and pricing data for all estimates and proposals for competitive assessment for price-to-win proposals
- Prepare and develop CAS compliant cost volumes in response to RFP
- Develop proposal assumptions and caveats for submission
- Subject matter expert, advise proposal team and leadership during proposal phase to ensure cost proposals meet corporate financial metrics and objectives
- Interpret RFP requirements, support pricing activities and cost volumes in include proposal reviews as needed
- Provide direction and oversight to finance and contracts department on cost volumes and pricing
- Advises on FPRs and EN responses
- Prepare and present price-related portions of final management reviews to senior executives
- Experience and knowledge in all types of contracts

Position Requirements:

- Bachelors degree or higher in business or related area.
- 7-10 years experience in government contract cost proposal development
- Full understanding of the Federal Acquisition Regulations (FAR) and the Cost Accounting Standards Board (CASB), Truth in Negotiations Act (TINA) rules and other applicable government regulations
- In depth knowledge of proposal development including contract cost and pricing principles
- Aerospace experience highly desirable
- Strong proposal development skills, financial strategy development, solid negotiation background, and excellent oral and written communication skills
- Contracts administration or cost/schedule control is a benefit

Decision Making:

- Complete authority for cost/pricing and for contracts and subcontracts within general target guidelines established by Company CEO

Job Dimensions:

Employee: _____

Date: _____

Alenia North America is an EEO-M/F/D/V employer.

Revised 6/25/2010

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Supervisor: _____

Date: _____

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be a list of all responsibilities, duties and skills required. Specific duties may change without notice.

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Revised 6/25/2010