

**Alenia North America Inc.**  
**Position Description**

**Date: 9/8/2010**

**Job Title: Director of Pricing**

**Location: Washington, DC**

**Business Unit/Department: Proposal and Contract Management**

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**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.

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**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
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**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
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**Decision Making:**

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

*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.*