

Alenia North America Inc.
Position Description

Date: 11/2/09

Job Title: VP of Contracts

Business Unit/Department: Proposal and Contract Management

Position Summary:

All Pricing and Contract Functions associated with New Business Acquisition after RFP release through Contract Signature and Contract Performance

Position Responsibilities:

- Develop, Submit, Support and Negotiate (including extensive hands-on involvement) Technical and Cost Proposals and Contracts/Subcontracts for New and Follow-on Business

Position Requirements:

- Bachelors degree or higher in business or related area.
- Extensive experience in cost estimating, analysis and pricing and contract negotiation and administration, particularly in a U.S. Government environment (FAR/DFARS/CAS). Aerospace experience highly desirable.
- Specifically, as a minimum, must be able to personally prepare a fully compliant FAR 15 Cost and Pricing Data proposal including foreign-parent subcontractor costs complete with all supporting documentation (BOEs, BOMs, Rate Proposals, etc.), support the proposal through price evaluation (fact finding, DCAA audit, etc), negotiate the resulting contract and subcontracts with lower tier subcontractors and perform all contract/subcontract administration functions.

Decision Making:

- Complete authority for negotiation of prices and contractual terms and conditions for contracts and subcontracts within general target guidelines established by Company President and CEO

Job Dimensions:

- Responsible for ensuring all new business revenues and profit margins meet targets at the time of contract signature

Employee: _____

Date: _____

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.

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

Revised 11/16/2009