

Manager Pricing Cost Estimating

Requisition ID CYN002

Business Sector: Information Systems

Location: United States-Phoenix, Arizona

US Citizenship Required for this Position: Yes

Relocation Assistance: No relocation assistance available

Clearance Type: None

Description

The Pricing Manager will oversee all pricing efforts for the Business Unit(s) supported. The Manager will be responsible for the preparation of all new business proposals, change proposals, and task orders including, but not limited to, fixed price, cost type, time and materials, and IDIQ contracts. S/He will support pricing activities and cost volumes as needed. S/He will provide in-depth knowledge of FAR/DFAR and other applicable government regulations; review and approve Request for Proposal (RFP) and proposal documents for protection of the company's pricing posture, satisfaction of customer specifications/requirements and adherence to company policy. S/He will ensure Sarbanes-Oxley compliance; Contractor's Estimating System Review compliance as well as advise management of pricing rights/obligations and provide interpretation of RFP requirements. S/He will interact with personnel and senior management concerning matters of significance to the company.

The Pricing Manager will be responsible for hiring, training, and/or mentoring staff to ensure that all estimating, costing, and pricing activities are carried out in accordance with management direction and business unit/sector/corporate policies and procedures. Additional responsibilities include advising business developers, capture managers, proposal teams, and business unit management; recommending business strategies; leading the preparation of cost/price proposals; supporting customer/subcontractor negotiations; and supporting both internal and external audits. Pricing Manager support of proposal activities include guiding estimation efforts, developing automated cost/price models, costing, pricing, proposal document preparation, and supporting proposal reviews. Efforts will involve a variety of contract types including FFP, FP/LOE, CPFF, CPAF, T&M, GSA Schedule, BPA, IDIQ and Commercial Schedules. Efforts will involve extensive participation in capture teams, interaction with management, and presentation to division and business unit management.

Location for this position is in Phoenix, AZ.

Qualifications

Basic Qualifications:

- Candidate should possess bachelor's degree plus 10 years relevant experience in the federal contracting arena with a comprehensive knowledge of pricing, contracting, and business management.
- Thorough understanding of the requirements of FAR, DFARS, and other applicable government regulations
- Management experience with strong leadership skills, excellent interpersonal skills, and the ability to mentor and train assigned staff
- Strong proposal development skills, strategy development, solid negotiation background, and excellent oral and written communication skills
- Must be able to effectively manage competing priorities and deadlines, and handle multiple tasks in a fast paced environment
- Must be a team player, independent, proactive, and possess excellent problem solving and organizational skills
- Candidate must be willing to travel up to 25% to manage proposal efforts, customer base and a geographically dispersed workforce

Preferred Qualifications:

A DOD Secret clearance is desired.

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