

Terma Inc., the US subsidiary of Denmark based Terma A/S, is searching for a highly qualified **Senior Pricing Analyst** to join our team of exceptionally dedicated professionals in an exciting and rewarding fast paced highly successful company. Leveraging the outstanding Terma reputation and our strong relationship with the US DoD, Homeland Security and large Prime Contractors for more than three decades, Terma has developed a significant presence in the U.S. as provider of mission critical solutions for aerospace, defense and security sectors. We are known as an independent, agile, and fast responding partner for mission customized solutions. For further information, please visit www.terma.com.

Location: Warner Robins, GA / Atlanta, GA / Remote

The Challenge:

The Senior Pricing Analyst will be responsible for supporting commercial and government proposals, ROMs, BEs, etc. through the entire proposal process from request to contract award.

The successful candidate will be self-motivated requiring minimal supervision in a fast-moving and ever-changing environment. Additionally, the candidate must be motivated to learn new skills and techniques to stay current with changes. Attention to detail, communication and documentation skills across a multi-disciplinary and multi-location environment, resourcefulness, and organization skills are a must.

Job Duties:

- Reviews Request for Proposals (RFP) and Statement of Work (SOW) for specific cost requirements. Works with Business Development and guides all proposal team members in understanding these requirements. Provides guidance on complex cost issue that could arise from SOW.
- Develops cost/price volume in compliance with the RFP, the Federal Acquisition Regulation (FAR), Defense FAR Supplement (DFARS), and Cost Accounting Standards (CAS)
- Responsible for communication and coordination with the proposal team on all matters of cost and pricing, to include working with functional estimators in engineering and supply chain
- Participate in strategy and proposal meetings as required. Work closely with functional estimators and Business Development to implement the identified strategies
- Accurately develop and maintain complex pricing models
- Perform analysis and prepare reports to ensure that the execution team is prepared to execute contracts as awarded within negotiated value and government guidelines
- Prepare pricing presentations to Senior Management
- Exercise independent judgment in developing methods, techniques, evaluation criteria, strategy and cost models that meet proposal requirements and address resolution of complex problems involving analysis of situations and data
- Derive detailed cost rationale and retain backup information to support bid during fact find/negotiations.
- Responsible for proposal cost structure set-up and management; adherence to company policies, procedures and internal controls; and special projects as assigned
- Produce high quality related products supporting the proposals
- Lead point of contact with DCMA/DCAA on proposal audits
- Evaluate supplier proposals in excess of Truthful Cost or Pricing Data Act threshold and conducts cost & price analysis
- Identify and implement continuous improvement initiatives
- Ability to balance multiple proposals, prioritizes tasks and meet necessary deadlines
- Other duties as assigned

Qualifications:

Minimum Education and Experience:

- Bachelor's degree in business or related discipline plus minimum of 5 years' experience in Finance or Accounting OR equivalent experience



Required Skills and Experience:

- 3 + years of DoD pricing and/or finance experience
- Exemplary teamwork skills to support reaching functional and organizational goals
- Proven analytical, root cause and problem-solving skills, including ability to successfully perform independent, in-depth analysis and generate concise conclusions
- Strong organizational skills with high attention to detail and quality
- Advanced computer skills with Microsoft Office, especially Excel
- Knowledge of Federal Acquisition Regulation (FAR)/DFARS
- Ability to work in a fast paced, dynamic environment with competing priorities and demanding project deadlines
- Strong written, verbal and interpersonal communication skill
- Ability to prioritize assignments and multi-task under pressure of deadlines
- Ability to work independently and in a group setting as needed
- U.S. citizenship with ability to obtain and maintain a Department of Defense (DOD) Security clearance

Preferred Skills and Experience:

- Understanding of the proposal life cycle as well as contract types, including fixed-price, cost reimbursable, and Time & Materials and various incentive types
- Understanding of solicitation pricing requirements and evaluation criteria
- Experience with ProPricer software
- Understanding of indirect and direct rates and factors
- Experience working with DCAA

To Apply: Send resume to Terma Inc. – employment@termana.com

Terma Inc. is an Equal Opportunity/ Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin, and requires affirmative action to ensure equality of opportunity in all aspects of employment. Executive Order 11246, as amended, protects applicants and employees from discrimination based on inquiring about, disclosing, or discussing their compensation or the compensation of applicants or employees.