



Job Announcement

Position Title	Senior Pricing Analyst
Department	Business Development / Orlando, FL or Anchorage, AK
Reports To	CFO
Company Name	Katmai Government Services
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FLSA Status	Exempt
Pay Rate or Salary	DOE
Work Schedule	40 hours per week. May be required to work additional hours as needed to complete assignment or project.

Summary	Responsible for the examination and analysis of cost data and commercial customer requirements as they pertain to labor, materials, equipment and other elements of Government Requests for Proposals and Invitations for bid. Develops cost data and makes recommendations on methods, procedures and techniques to be used in cost proposal preparation. Ensures adequate pricing in compliance with government regulations and professional guidelines. Assists in developing cost strategies, analyzing competitive proposals, and performing analysis of contracts of other firms. Participates in the preparation and presentation of proposal cost data to Proposal Development Team and relevant Division Directors.
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| Essential Duties and Responsibilities | <ul style="list-style-type: none">• Reviews Government Request for Proposals (RFP) and Invitations for Bid (IFB) to determine general and specific cost requirements and ensures proposals comply with all requirements.• Assists Division Directors with estimating/pricing and provides documented support for those estimates.• Develops formats for cost proposal data to comply with government and commercial customer requirements.• Receives pricing data, and makes recommendations on methods, procedures and techniques for pricing proposals. Develops pricing models and templates.• Examines and analyzes cost data relevant to labor, materials, supplies, parts, equipment and other expenditures.• Interfaces with insurance brokers to obtain worker comp rates on behalf of Division Directors.• Analyzes contracts for relevant cost data, trends, historical data, work categories and other related information.• Secures indirect rates from Accounting to be priced, i.e., payroll charges, overhead, G&A.• Participates in strategy meetings and provides input on cost related matters as required, including cost strategy for initial proposal and subsequent revisions. |
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- Participates in the development of detailed cost rationale and retains backup information to support bid.
- Composes cost narratives to accompany pricing volume for submitted proposals.
- Maintains records and files to support cost data submissions.
- Prepares Bid Fact Sheet financial input to include cash flow and internal rate of return analysis for all proposals.
- Ensures price proposals are prepared in accordance with FAR, CAS applicable laws and regulations and Corporate Disclosure Statement.
- Supports DCAA audits as applicable.
- Assists staff personnel to ensure the accuracy of internal estimating systems/procedures
- Prepares pricing presentations as needed.
- Prepares bid opportunity cost estimates for the Proposal Manager.
- Collects statistical data regarding proposal costs and efficiency.
- Performs other duties and assignments as required.

Experience Requirements

- Minimum eight years of experience in cost proposal work of a similar nature.
- Must be proficient in personal computer skills and be able to work in both spreadsheet and word processing software.
- Must have knowledge of a variety of computer software applications in word processing, spreadsheets, database (MSWord, Excel) Deltek/Costpoint & Cognos Reporting experience.

Educational Qualifications

- Bachelor's Degree in Accounting or equivalent work experience. Master's Degree in Accounting or CPA preferred.

Special Skills

- Experience in working with Government Contracts to include Department of Labor cost related regulations and directives.
- Must possess an understanding of techniques and procedures used in development of cost proposals.
- Excellent communication skills.
- Must be capable of independent judgment and operation.
- Ability to write reports, business correspondence, and procedure manuals.
- Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Mathematical skills – ex. Probability and statistical inference.



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**Supervisory
Responsibilities**

None

Physical Demands

Frequent sitting, using hands/fingers, handling, reaching with hands and arms, talking, hearing and seeing up close, at a distance, along the periphery, with depth perception and the ability to adjust focus; occasional walking or standing, occasional lifting of up to 10 lbs. It is Katmai Government Services, LLC's business philosophy and practice to provide reasonable accommodations, according to applicable state and federal laws, to all qualified individuals with physical or mental disabilities.

Work Environment

Work is performed in a professional office setting including the normal office equipment (computer, fax machines, copier) and with a wide variety of people in differing functions, personalities and abilities.

During visits to areas of operations, may be exposed to extreme cold or hot weather conditions. Is occasionally exposed to fumes or airborne particles, toxic or caustic chemicals, and loud noise.

**Preference
Statement**

Equal Opportunity Employer, F/M/D/V; Preference will be given to Ouzinkie shareholders in accordance with Title 43 U.S. Code 1626(g) and Title 42 U.S. Code 2003-2(i).

To Apply

To apply submit application and resume via e-mail to jobs@katmaicorp.com or via fax to (907) 565-2263. Application may be obtained at www.katmaicorp.com/careers.
