



# Seeking a Senior Price to Win (PTW) Manager

Supporting Akima's Diverse Organization with Large and Complex Proposals

**People-centric. Mission-focused. Results-oriented.** Come join an experienced, leading edge team committed to excellence and results.

**\$1,000 REFERRAL BONUS!**

Send Any Referrals To:

**[REFERAFRIEND@AKIMA.COM](mailto:REFERAFRIEND@AKIMA.COM)**

## Build Your Career

Our career opportunities, professional development and benefits packages rival the largest government contractors

- **Comprehensive Benefits**  
Personal health plans, retirement plans, life insurance, flexible spending accounts, paid time off, and more
- **Competitive Salaries**  
Packages that rival even the best competition
- **Career Growth & Development**  
Dedicated to helping our employees succeed and grow

## Who We Are

Akima is a global enterprise with more than 7,500 employees, delivering agile solutions to the federal government in the core areas of facilities, maintenance, and repair; information technology; logistics; protective services; systems engineering; mission support; furniture, fixtures & equipment (FF&E); and construction. As a subsidiary of NANA, an Alaska Native Corporation owned by more than 14,300 Iñupiat shareholders, Akima's core mission is to enable superior outcomes for our customers' missions while simultaneously creating a long-lived asset for NANA consistent with our Iñupiat values. In 2019, Washington Technology ranked Akima #38 amongst the top 100 government contractors.

## Senior Price to Win (PTW) Manager

In this role, you will engage in market research, data compilation and documentation to provide concrete justification of historical and expected competitor bid behaviors, customer award behaviors, and customer IGCE approaches. The Senior PTW Manager will also forecast new competitor behaviors based on documented market and competitor knowledge. This position is responsible for staying abreast of federal requirements, ensuring compliance with established standards, and communicating these requirements to subordinates and senior management.

Key to job success is the ability to successfully integrate with the capture team, and to confidently brief executive management in a professional and articulate manner. Candidates must have:

- At least 10 years of full time PTW experience
- Bachelor's Degree or equivalent education and experience
- At least 15 years in-depth experience in Government/ DoD capture / proposal with an understanding of government required cost structures, FAR, DFARS, CAS and GAAP
- Experience with Service Contract Act, Davis Bacon Act and Collective Bargaining Agreements

Learn More and Apply At:

**[AKIMA.COM/CAREERS](https://AKIMA.COM/CAREERS)**