

Greetings,

MSEP employer Sawdey Solution Services, Inc. has built a nationwide and global footprint providing innovative cross-disciplined professional services, engineering, and cyber solutions to Department of Defense, Department of Homeland Security, Federal Agencies, and commercial customers. They are seeking a Remote Executive Director of Pricing. For more details on the position and how to apply, please review the attachment. The organizational point of contact is Hanna Long and she may be reached at [hlong@sawdeysolutionservices.com](mailto:hlong@sawdeysolutionservices.com).

**Position Title:** Executive Director of Pricing  
**Location:** Remote, USA  
**Position Description:** The Executive Director (ED) of Pricing is responsible for the oversight of the pricing team as well as establishing pricing strategies, methodologies, and models for the company in coordination with Executive Management.

Additional Responsibilities include but are not limited to:

- Reviews solicitations and provides input in go/no-go and prioritization decisions for pursuit of opportunities.
- Develops strategies to predict the customer's willingness to pay for services by extrapolating data regarding competitor's price model from historic data.
- Advises Executive Directors and Vice Presidents on staffing salaries and proprietary workbook usage.
- Prepares final pricing schedules and cost volumes in response to Requests for Proposals (RFPs), Requests for Quotes (RFQs), Requests for Information (RFIs), and or Rough Order of Magnitudes (ROMs).
- Leads pricing discussions, for both strategic analyses supporting proposal planning and tactical analysis for execution.
- Improves the proposal process through transparency of pricing processes.
- Provides training on pricing process flow to corporate staff.
- Participates in ISO and CMMI audits as required.
- Reviews strategic discounting (if applicable) to obtain a winning methodology.
- Provides process and pricing recommendations to senior leadership.
- Conducts price negotiations with other companies during proposal development.
- Collaborates with internal and external stakeholders to leverage the most optimal price strategy.
- Ensures strong collaboration across functions to provide timely communication to all relevant partners.
- Compiles and analyzes win/loss data.
- Works closely with the Contracts and Finance Department during contract award to ensure proposed costs coincide with contract award.
- Completes contract modifications and updates pricing workbooks.
- Maintains templates for pricing workbooks.
- Maintains documentation of corporate pricing procedures.
- Oversees budget versus actual expenditures on contracts and ensures customer deliverables are prepared in accordance with the contract.
- Evaluates staffing needs and hires staff based on workload, timeline, and priorities. Determines the best staffing solution for the department.
- Monitors department productivity and provides staff members with direction. Provides regular performance feedback to staff members.
- Conducts annual reviews of employees.
- Develops and implements pricing strategies for the company's services by considering the price point in which to make a profit.
- Assists with proposal development, if necessary.

- Performs other duties, as assigned.

**Position Requirements:**

**Experience:**

- Fifteen (15) years of experience in the financial management career field.
- At least six (6) years' experience in cost and/or price analysis.
- Previous experience providing quality/compliance expertise in an ISO 9000 services organization desired.
- Experience creating and manipulating pricing models using large datasets.

**Education:**

- Bachelor's degree in business, Finance, Economics, or Accounting.
  - Master's degree preferred.

**Other Required Skills & Abilities:**

- U.S. Government/Military Industrial Complex background desired.
- Strong mathematical and analytical skills, with an understanding of profit, terms, finance and return on investment, break even analysis.
- Have a strong sense of finance or accounting principles.
- Understand the impact of pricing on profit margins.
- Need to be a team player with strong leadership and project management capabilities.
- Must have advanced knowledge of Microsoft Office suite, especially Excel.
- Must have knowledge of applicable Federal regulations and Government Funds Management.
- Ability to navigate through complex issues, interpret, and transform financial data into recommendations to senior leadership.
- Proven success in managing competing priorities as an individual and for the team.
- Highly organized with the ability to multitask and prioritize workload.
- Must be able to effectively communicate with customer and fulfill all duties and responsibilities as listed in the contract.
- Must be proficient in Microsoft Office suite including, but not limited to: Word, PowerPoint, Excel, and Outlook.

**Security Clearance:**

- Must be able to obtain a favorable background check.
  - Secret security clearance preferred.

**US Citizenship:** This position supports a U.S. Government Contract whose terms require Sawdey Solution Services to staff it only with U.S. Citizens.

**Application Mechanism:**

[https://www.appone.com/MainInfoReq.asp?R\\_ID=5799644](https://www.appone.com/MainInfoReq.asp?R_ID=5799644)