



## **Summary:**

Haigh-Farr is a premier antenna design, manufacturing and test house developing products used across all platforms in the aerospace industry including missions to Mars, the International Space Station and products fielded to the U.S. Military supporting the warfighter. In our over 50-year history we have enjoyed steady, planned growth. Haigh-Farr plans to further grow our team and capabilities to meet increasing demand and to expand into new markets and antenna technologies.

Haigh-Farr is seeking a dynamic Business Development Pricing Analyst who will be responsible for a variety of pricing, estimating, and cost volume activities. This position will collaborate with our Business Development and Contracts teams to ensure customer requirements are met, and all necessary information is included prior to proposal submission. In this fast-paced environment, the candidate will need a strong commitment to achieving quality work on scheduled timelines. The ideal candidate will maintain a high level of expertise and professionalism when working closely with others within the department and company to understand requirements and meet customer expectations.

## **Responsibilities:**

- Responsible for gathering quotes, RFP's, and building pricing models.
- Establish and manage the process for an efficient pricing structure.
- Ensure product pricing strategies are consistently applied.
- Manage and coordinate price updates and processes, analyze completeness and accuracy of price list information.
- Proactively gather market data for pricing new products and review market trends for pricing opportunities to optimize revenue.
- Able to analyze an RFP and identify questions that would impact the proposal submittal.



- Support the coordination, development, review, and finalization of proposals and related opportunity capture documents.
- Database entry, lookup, and organization.
- Review, edit, and proofread proposals and other materials to ensure accuracy, clarity, and consistency.
- Ability to collaborate with Procurement, Engineering, and other departments as needed.
- Maintains archive of proposals following submission.
- Additional tasks and deliverables as assigned.

### **Knowledge & Skills:**

- Highly proficient with MS Office Suite.
- Strong background in proposals and project management skills.
- Exceptional writing, editing, and document organizational skills.
- Ability to manage, organize, and prioritize project assignments to meet competing deadlines.
- Experience working in the DOD arena a plus.
- Strong commitment to achieving quality work with a sense of urgency.
- Positive attitude and team player.

### **Qualifications:**

- Bachelor's Degree in Business or related field.
- At least 3 years of proven work related experience.
- U.S. citizenship required.

### **Why Should You Join Haigh-Farr?**

Haigh-Farr is a fast paced, growing company that recognizes employees with a promote-from-within philosophy. We believe in a friendly work environment where employee contributions are well received and a key component to our success. Our facility features state of the art technology and the latest manufacturing and testing capabilities. Please see more details about our benefits below.



# Pricing Analyst

- Competitive salary, commensurate with experience and capabilities.
- Medical Plan with Health Reimbursement Feature, Dental, and Vision Insurance.
- Flexible Spending Accounts – Health and Dependent Care.
- Company Paid Disability and Group Term Life Insurance.
- Paid Vacation, Holidays, and Sick Time.
- 401K with Company Contribution.
- Company Sponsored Social Events
- Wellness Prevention

**Equal Opportunity Employer/Veterans/Disability**