

# Robert Smith

## Associate Pricing Analyst

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Astute and highly analytical Pricing Analyst, with several years of demonstrated expertise delivering comprehensive analysis for industry-leading companies. Extensive experience performing effective forecasting, budget development, management, and variance analysis. Flexible, grasp new concepts quickly, team player and effective communicator. Adept In Review And Successful Preparation Of Bids For Government/public Sector RFPs And RFQs, Etc.

### **SKILLS**

Windows Environment,  
Microsoft Word,  
Advanced Excel,  
PowerPoint, Outlook,  
Costpoint/Deltek,  
Cognos SharePoint, Pivot  
Tables, Right Fax

### **WORK EXPERIENCE**

#### ***Associate Pricing Analyst***

**Bcf Solutions, Inc - 2017 - Present**

##### *Responsibilities:*

- Proposing price and underlying perceptible aspects of proposals (resource and rates) utilizing distinct methods, such as forecasting and cost/price analysis. Working with contractors.
- Estimating systems and purchasing procedures, evaluating financial reports and monitoring compliance with guidelines.
- Writing request for proposals based on solicitation requirements.
- Providing support to team members and/or primary point of contact on a board and attending source selection evaluation board meetings in the absence of the primary as well as attend with the primary lead when needed.
- Using the logic and financial acumen to evaluate and assessing the profitability of deals, develop creative solutions where deals do not meet financial hurdles.
- Assisting in cross-functional teams to help communicate sales opportunities to key executives of the company.
- Evaluating space and power requirements and availability from over 30 different data centers across international borders.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

#### ***Pricing Analyst***

**ABC Corp - 2014 - 2017**

##### *Responsibilities:*

- Worked with other Analysts and Product Management to respond to data requests from business leaders.
- Created reports using Excel and Oracle Tools then summarize results within PowerPoint.
- Participated in business and functional meetings to understand reporting/data requirements.
- Performed various projects and other responsibilities as assigned.
- Developed price proposals in accordance with FAR, CAS, and Corporate Disclosure Statement.
- Provided exceptional customer service offering advice, guidance, and solutions.
- Participated in pricing strategy discussions and pricing reviews with senior management.

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## **Education**

B.A. in BUSINESS ADMINISTRATION - August 2010(FALKNER UNIVERSITY - Huntsville, AL )HIGH SCHOOL DIPLOMA in EDWARDS, A.F.B - (DESERT HIGH SCHOOL )