

## **Position: Competition Solutions/Price To Win Strategic Analyst**

**Type:** Full-time Position Available

**Reports to:** Director, Competition Solutions Function: Competition Solutions

**Industry:** Management Consulting

**About Lone Star:** Lone Star delivers lasting value to clients by providing authoritative advice and solving their most complex and critical business and technical challenges. We do this through the application of industry leading applied research, analysis, modeling/simulation, and support with a commitment to innovation and advancement in our tools, processes, data and people.

**Job Summary:** The Competition Solutions/Price To Win (PTW) Strategic Analyst includes a number of Science, Technology, and Engineering and Mathematics (STEM) roles, as well as Operations Research and Management Sciences (OR/MS) and is responsible for supporting full scale Price To Win project engagements. This includes Competitive Intelligence data collection, data synthesis, model building and testing, and development of win strategy recommendations. This individual reports directly to Director of Competition Solutions and works closely with Competitive Intelligence, Business Development and other project team members to ensure successful delivery of all client requirements on time and on budget.

This position requires a unique blend of technical, business, and strategic thinking skills and the ability to work in a team environment to develop competitive solutions in support of client capture activities. This position's workload will be dynamic, engaging, and will directly impact the success of our clients.

### **Summary of Essential Job Functions:**

- Conduct Price to Win analysis in support of routine and strategic captures ranging in size and complexity.
- Collect and analyze strategic and tactical competitive intelligence from open source data. Lead data extraction engagements with Subject Matter Experts.
- Understand systems architecture and complex systems
- Build predictive cost and offering models to develop PTW and design-to-cost recommendations, which predict competitor bids within 5% of their actual submittals.
- Work with Subject Matter Experts (SMEs), incorporate their knowledge framework into models.
- Work with SMEs to incorporate their quantitative estimates in models.
- Work in a probabilistic context.
- Develop strategy analysis and recommendations to maximize client probability of win.
- Utilize excellent leadership and communication skills, present findings to clients.

### **Minimum Requirements:**

- Varies with Position Category level; however, minimum of Bachelor's degree in Engineering, Business, Mathematics, Finance, Accounting or other related fields which require significant analytical coursework.
- At least 5 years of broad and varied experience that demonstrates a high level of business acumen, such as price to win, capture, pricing analysis, working on competitive proposal teams, experience in Defense environment, or assignments in business strategy, finance, contracts, and proposals.

- Strong leadership skills and specific background in a Federal Pricing - CAS environment, including knowledge of TINA and FAR Part 15.
- Creative problem solving skills.
- Ability to search and extract information from large databases and ability to analyze conflicting and incomplete data to reach analytically-based conclusions.
- Understand basic business and marketplace activities, behavioral norms and competitive pressures.
- Must be able to obtain a Department of Defense Security clearance.
- Must have exceptional communication and presentation skills.

**Desired Qualifications:**

- Demonstrated successful development of winning PTW strategy and offerings on >\$50M opportunities.
- Demonstrated PTW modeling techniques, including expertise in Microsoft Excel.
- Proven ability to influence capture and program management to implement winning PTW solutions.
- Detailed experience in cost modeling and Basis of Estimate preparation.
- Master's Degree in a related field, preferably an MBA. Experience with the RFP/GOV capture process.
- Years of work experience in discipline varies with Position Category level
- Existing SECRET security clearance.

**Particular importance is placed on:**

- Collaboration and team based technology development, audits and peer reviews
- Ability to travel to client sites, test sites
- Ability to work across a number of industries (Aerospace, Defense, Energy, Telecom, Technology, Human Performance, Training, Training Systems, and others as required)

**Expectations do not include:**

- All of the attributes in one candidate
- Significant experience for Level 1 candidates

**Working Conditions:** Position is located in Dallas, TX, but would consider other locations. Travel may be Required (approximately 25%)

**Compensation:** Competitive Salary, Bonus and Benefits

Lone Star's normal requirements apply, in addition to these job specific attributes. This job is expected to fit within Lone Star's Level 1 -4 position categories. Lone Star is an equal opportunity employer; see the company website for more information about Lone Star and how we hire; [www.Lone-Star.com](http://www.Lone-Star.com)

**Key Words:** Competitive, Intelligence, Data Analysis, Engineering, Systems, Business Development, Modeling and Simulation, Research, Capture, Price To Win, Security Clearance, Database