

Proposal Writer/Pricing Manager

BRS Aerospace, Inc.
South St. Paul, MN 55075
Posted: July 7th, 2010



JOB DETAILS

Title:	Proposal Writer/Pricing Manager – BRS Defense
Description:	<p>BRS Aerospace (BRS or Ballistic Recovery Systems) is a publicly held South St. Paul, Minnesota based company that designs, manufactures and distributes whole aircraft emergency parachute systems and military cargo and personnel parachutes for use on general aviation, recreational aircraft, unmanned aerial systems and military aerial cargo and paratrooper/Special Forces applications.</p> <p>Reports to: Vice President, Sales & Marketing</p> <p>Function and Objective: The primary purpose of this position is to generate proposals once leads are identified by Sales, obtain and analyze all pertinent technical drawings, and generate accurate Bills of Material. This position would not be the ultimate Program Manager for a military contract, but would be intimately involved with all aspects of each proposal as the lead technical writer and pricing analyst.</p> <p>Essential Functions include:</p> <ul style="list-style-type: none">• Intimate knowledge of typical military proposals.• Ability to accurately analyze technical drawing packages and ascertain/formulate Bills of Material (BOMs)• Coordinate with Purchasing Department to accurately and competitively price raw materials based on the RFP quantities and supplier pricing.• Builds a long-term relationship with military procurement/contracting officers.• Communicates clearly in written and oral form to both internal and external and external customers• Ability to interface with all departments: Manufacturing, Materials, Engineering, QA, Finance, etc <p>Qualifications:</p> <ul style="list-style-type: none">• Ability to use PC technology, web tools, and an understanding of the military/DOD proposal process, tools and skills necessary to generate competitive and winnable proposals to

	<p>all three primary branches of the US and some foreign MODs.</p> <ul style="list-style-type: none"> • Possess a positive attitude, action orientated, and results driven • Influential in getting tasks accomplished without direct authority over staff • Experience in a small company environment is ideal, but must have the desire and skills to aggressively grow DOD sales. • Excellent interpersonal skills • Ability to work within deadlines and under time constraints
	<p>Experience:</p> <ul style="list-style-type: none"> • Demonstrated ability to work in a team manufacturing environment • Previous DOD proposal writing/analysis experience • Experience in aviation and/or parachute industry desired • Technical skills to read drawings, prints and to understand and discuss parachute systems basic installation parameters • Hands-on experience with PC and desire to learn new software • Proposal writing and strong customer presentation skills • Some formal training in Aeronautics, Science or Engineering <p>COMPENSATION: Salaried Position</p> <p>LOCATION: South St. Paul, MN.</p>

COMPANY DETAILS

Name:	BRS Aerospace, Inc. (BRS)
Website:	http://www.brsaerospace.com
Location:	South St. Paul, MN United States of America
Description:	BRS Aerospace (Ballistic Recovery Systems) is a Publicly held South St. Paul, Minnesota based company that designs, manufactures and distributes whole aircraft emergency parachute systems for use on general aviation and recreational aircraft.

CONTACT INFO

Contact:	REPLY TO: BRS Aerospace, Inc. Attn: Gary Moore 380 Airport Road South St. Paul, MN 55075
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