

SOPHIA BROWN

Pricing and Accounting Analyst | Government Contracts

+1-(234)-555-1234 Email [linkedin.com](#) New York City, New York Extra Field

SUMMARY

Dedicated Pricing and Accounting Analyst with over 8 years of experience in federal government contracts. Expert in pricing strategy and financial analysis, with demonstrated proficiency in FAR and complex cost modeling resulting in a \$2 million cost-saving initiative.

SKILLS

Pricing Strategy, Financial Analysis, Federal Acquisition Regulations, Cost Modeling, Financial Forecasting, Quantitative Risk Analysis, Proposal Development, Budget Management, Regulatory Compliance, Data Reporting, Accounting Software, Market Trend Analysis

EXPERIENCE

Pricing Analyst

New York, NY

Boeing

01/2019 - Present

- Collaborated with capture teams to develop cost strategies that led to winning government bids exceeding \$50 million.
- Analyzed competitor pricing and market trends to formulate successful pricing strategies that improved profit margins by 15%.
- Managed and implemented cost strategy development for over 10 high-stakes projects, increasing bid success rate by 20%.
- Certified cost proposals that ensured compliance with RFP requirements, significantly reducing proposal rejections by 30%.
- Streamlined the process of market-based price analysis, reducing time spent by 40% and enhancing proposal accuracy.
- Developed and implemented scalable pricing models resulting in heightened efficiency between capture and operations teams.

Accounting Analyst

New York, NY

Northrop Grumman

06/2014 - 12/2018

- Reconciled bank statements and bookkeeping ledgers with 99% accuracy, supporting year-end audits and compliance checks.
- Collaborated on financial statements preparation that enhanced external stakeholder relationships, resulting in increased trust and reliability.
- Monitored financial status, identifying and correcting discrepancies translating to a \$500,000 recovery in operational costs.
- Managed financial and accounting software implementations, leading to improved data accuracy by 15% across accounting operations.
- Prepared asset, liability, and capital account entries, facilitating a 25% reduction in month-end closing times.

Finance Specialist

New York, NY

Raytheon

08/2010 - 05/2014

- Executed quantitative risk analyses that safeguarded \$10 million in sensitive project assets through effective risk mitigation.
- Assisted in submitting financial reports, enhancing cross-departmental communication and efficiency by 30%.
- Contributed to finance projects involving the Federal Acquisition Regulations, ensuring adherence to all compliance mandates.
- Developed dynamic financial models providing strategic insight, boosting forecasting accuracy by 20%.

EDUCATION

Master of Business Administration in Finance

New York, NY

Columbia Business School

01/2016 - 01/2018

Bachelor of Science in Accounting

New York, NY

New York University

01/2006 - 01/2010

KEY ACHIEVEMENTS

Cost-Saving Initiative

Led initiative reducing project costs by \$2 million through innovative pricing strategies and operational efficiencies.

Awarded Pricing Excellence

Recognized for outstanding pricing analysis that secured \$75 million in competitive government contracts.

KEY ACHIEVEMENTS

Software Implementation Leader

Spearheaded financial software transitions, boosting accounting accuracy and efficiency across the entire department.

FAR Compliance Success

Played a pivotal role in achieving full compliance with FAR requirements, resulting in zero audit discrepancies.

INTERESTS

Aerospace Technologies

Enthusiastic about advancements and innovation in aerospace technologies, particularly unmanned vehicles (UAVs/UGVs).