

KEITH MCVAY, MBA

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SUMMARY OF QUALIFICATIONS

- 12+ years in Finance/Accounting experience with 10 years specifically related to pricing including: Commercial, Transfer and Government experience (CPFF, CPIF, T&M, FFP, IDIQ)
 - 7+ years supervisory experience
 - Master's Degree in Business Administration with a Concentration in Management
 - Extensive strategic pricing experience (including price to win analysis) for products and services
 - Worked with proposal management teams to develop compliant proposals for submission
 - Strong technical skills, able to employ multiple technologies to complete analysis and prepare presentations
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PROFESSIONAL EXPERIENCE

BLUE CANOPY/JACOBS TECHNOLOGY, RESTON, VA

May 2016 - Present

SENIOR PRICING ANALYST

- Ran pricing meetings to the executive team for competitive bids
- Created Pricing Volumes based on guidelines of the RFP
- Created pricing schedules to keep all aspects of the price proposal on track
- Worked with subcontractors to develop target rates
- Built large cost and price models for Commercial and Government RFP bids in Excel

WBB INC, RESTON, VA

SENIOR PRICING ANALYST

June 2015 – May 2016

- Responsible for pricing 90% of the corporate pricing tasks
- Created Pricing Volumes based on guidelines of the RFP
- Ran pricing meetings to the executive team for competitive bids
- Analyzed survey data to develop compensation rate mapping data for bids

JMA SOLUTIONS, WASHINGTON D.C.

PRICING ANALYST

October 2014 – June 2015

- Responsible for all pricing activities within the company
- Updated forward pricing indirect rates based on cost analysis data
- Generated and reviewed invoices for customer payment
- Reconciled payment and billing disputes
- Created rolling forecast for current fiscal year
- Generated monthly P&L reports and explained variances between actual and forecast expenses

QINETIQ/VENCORE, RESTON, VIRGINIA

SENIOR PRICING ANALYST

October 2012 – October 2014

- Reviewed and approved pricing generated by others
- Generated cash flow analyses for various pricing efforts
- Built large cost and price models for Commercial and Government RFP bids in Excel

OCEUS NETWORKS, RESTON, VIRGINIA

PRICING MANAGER

September 2010 – October 2012

- Built large cost and price models for Commercial and Government RFP bids in Excel
- Helped analyze and develop transfer and list pricing for Ericsson products and services
- Generated financial summaries and submitted to executives for approval
- Performed ad hoc reporting on specific products and customers as requested by management

TTGSI, CHANTILLY, VIRGINIA

PRICING ANALYST

May 2009 – September 2010

- Created Pricing Volumes based on guidelines of the RFP
- Built large cost and price models for Government RFP bids in Excel

AOL, DULLES, VIRGINIA

FINANCIAL ANALYST

May 2007 – March 2009

- Planned, processed and applied monthly expense accruals on multiple accounts
- Worked directly with the VP of Technologies Finance division on a daily basis
- Gathered and assimilated data and information relative to financial performance, which was then used for trending analysis

VERIZON, ASHBURN, VIRGINIA

TEAM LEADER/ENGINEER

June 1998 – May 2007

- Responsible for the training and supervision of twelve staff members on MCI's internal systems in the implementation and design of local and long distance circuits
- Handled escalations for the team, which improved communication between departments and expedited the completion of customer orders to ensure customer satisfaction

EDUCATION AND TRAINING

MASTER OF BUSINESS ADMINISTRATION (MANAGEMENT)

2006

STRAYER UNIVERSITY

ASHBURN, VA

GPA 3.83

BS IN COMMUNICATION

1998

OHIO UNIVERSITY

ATHENS, OH

PROFESSIONAL REFERENCES

MEAGHAN BOUCHEAUX CARTER
JACOBS TECHNOLOGY
BUSINESS UNIT LEAD, PRINCIPAL
(703) 655-8829

RONNETTE MEYERS
JMA SOLUTIONS
SENIOR VICE PRESIDENT OF CORPORATE SERVICES
(202) 491-7036

LISA KURZ
TAKE2 CONSULTING
CHIEF OPERATING OFFICER
(703) 517-2269