

FHI 360 is a global development organization with a rigorous, evidence-based approach. Our professional staff includes experts in health, nutrition, education, economic development, civil society, environment and research. FHI 360 operates from 60 offices with 4,400 staff in the U.S. and around the world. Our commitment to partnerships at every level and our multidisciplinary approach enable us to have a lasting impact on the individuals, communities and countries we serve—improving lives for millions. We seek qualified candidates for the position of **Senior Business Proposal Analyst IV, Group Lead** in Washington, DC.

Position Description:

The Senior Business Proposal Analyst IV, Group Lead will serve as the primary point of contact for one of the Proposal Development Divisions. S/he will be responsible for the complete development of complex financial proposals to include preparing cost proposal packages and negotiations with subcontractors.

S/he will also be responsible for cost negotiations with clients both as a prime contractor and as a subcontractor, and any other submissions as required by the technical team or the client.

Position Requirements:

- Masters in Accounting or Business or Business Administration or Development Economics or Development Studies or Economic Development or Economics or International Administration or International Business or International Development or equivalent work experience required;
- 11 year(s) of relevant experience required with a minimum five years experience in cost proposal development, financial analysis, and contracts negotiation services with firm(s) involved in the provision of services to U.S. government agencies such as United States Agency for International Development (USAID), Department of Education, Department of Labor, multilateral banks such as the World Bank, Asian Development Bank and Inter-American Development Bank and foundations;
- In-depth knowledge and experience with a diverse set of non-US government funders (i.e. World Bank, DFID, Asian Development Bank, etc.) highly desired;
- Knowledge and understanding of the Federal Acquisition Regulations (FAR) and Agency for International Development Acquisition Regulations (AIDAR);
- A minimum of four (4) years of experience working with USAID proposals or business development proposals;
- Strong bid/development experience as well as hands-on past experience in preparing project budgets;
- Extensive experience with contractual language and program management; grant proposal development experience desirable;

FHI 360 has a competitive compensation package. Interested candidates may register online through FHI 360's Career Center at www.fhi360.org/careercenter or through the Employment section at www.fhi360.org. Please submit CV/resume and cover letter including salary requirements. Please specify source in your application.

AA/EOE/M/F/V/D