



Position Announcement –
Raytheon BBN Technologies
**Senior Subcontracts
Negotiator - Cambridge, MA**

Raytheon BBN Technologies is one of Raytheon's premier research and development centers. Our diverse research portfolio combines the best technologies to deliver innovative, custom solutions with real-world benefit.

We are seeking a Senior Subcontracts Negotiator to work under the direction of the Sr. Contracts Manager. The Senior Subcontracts Negotiator will prepare Requests for Proposals (RFPs), analyze and evaluate proposals, perform price/cost analysis, negotiate subcontract pricing & terms and conditions, perform supplier assessments and source selection, prepare/issue awards, and administer resulting subcontracts for both Domestic and International Suppliers. Raytheon BBN prefers a strong background in the award and management of subcontracts for research and development activities with domestic & international suppliers. The Senior Subcontracts Representative will negotiate and issue subcontract modifications and terminations, insure compliance with Public Law (FAR/DFAR), and Raytheon policies and procedures. The candidate must possess the ability to simultaneously manage multiple subcontracts and priorities.

Job Accountabilities include:

- Form and maintain strong business relationships with first tier subcontractors
- Develop solutions to problems of unusual complexity that require a high degree of ingenuity, creativity and innovation
- Perform risk analysis, identify risks, opportunities, potential impacts, and mitigation plans
- Participate in source selection process at proposal and execution phases. Working with supplier, planning and proposal support processes
- Strong capability to assist in the development of Statements of Work for utilization in subcontracts
- Analyze and extract requirements from solicitations and Raytheon's prime contracts.
- Manage subcontractor performance and resolve problems with program managers and subcontractors to establish relationships to support BBN's contracts and operations.

Ability to obtain a US Government's security clearance is required. US citizenship and a willingness to apply is required.

Required Education and Experience:

- Bachelor's degree with 6+ years of relevant experience; or MBA with 4 years.

Desired Skills:

- Able to interact effectively across all levels of the organization
- Prioritizing and coordinating efforts within the department
- Firm grasp of the Subcontracts function Law
- Knowledge of FAR/DFAR regulations
- Provide sound guidance to the technical staff and junior department personnel
- Active security clearance is highly desirable

To apply – click on <https://jobs.raytheon.com/job/cambridge/senior-subcontracts-negotiator/4679/8500919>

or visit Raytheon's careers website at <https://jobs.raytheon.com/> and keyword search on 117943BR for this and keyword search – BBN - for other Business Operations opportunities with Raytheon BBN Technologies