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Tendering Team Leader – Industrial Automation [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Energy and automation

Job Location
Belgium and the Netherlands

Date posted
4 March 2024

Valid through
30.04.2024

Description

On behalf of its client – an international manufacturer of electrical devices and provider of related solutions and services, a leader in digital solutions for energy management and energy efficiency – Artemys is looking for a **Tendering Team Leader – Industrial Automation**, who will be responsible for leading the industrial and process automation tendering department and team and managing the process of developing and implementing competitive offers to clients in various industries.

Location: **Belgium and the Netherlands (BENE)**

Responsibilities

As a **Tendering Team Leader – Industrial Automation**, you will be the key person for the development and implementation of the tendering process within the region Belgium and the Netherlands (**BENE**).

You will lead the BENE tendering department and team, focusing on the development of large-scale industrial and process automation solutions, including hardware, software, and services.

Moreover, you will be responsible for the overall submission of competitive, technically and commercially feasible bids, both to new and existing clients that operate in various industries.

Key responsibilities:

• Lead the BENE Tendering team and manage the overall bid process in the BENE region
• Drive the creation of a winning strategy and value proposition
• Provide strong leadership, support and mentoring to the team, and enable them to develop and grow
• Be in charge of the overall bid submission, both technical and commercial, in relation to the portfolio of industrial and process automation products and services, including hardware, software, and services
• Collaborate with sales and marketing teams to understand growth strategies and initiatives, and to get relevant and timely input and leads as to the situation on the field i.e. at a client's site
• Ensure compliance with business tools, with standardisation of pricing models, competitive solutions, and execution strategies, including the collaborative EEC framework
• Manage the preparation of the technical and commercial documentation (e.g., bill of materials, engineering estimates, technical / commercial clarifications, and deviations) and ensure it is prepared correctly and on time
• Maintain an effective proposal schedule – create a detailed timeline with key milestones, allocate specific tasks to the bid team members, and set clear deadlines, in line with the applicable public tendering rules and procedures; ensure that the bid team remains on target throughout the process
• Manage the Risk Management Process and support the Commercial Review

Process (Contracts & Approvals) in order to prepare and submit tenders, taking into account the input from the legal and contracting teams

In addition, you will:

• Manage workload to ensure compliance with agreed-upon bid turnaround timeframes
• Ensure timely bid submission to client office/portal
• Work closely with delivery team on lessons learned, and ensure they are built into ongoing improvement actions to avoid/minimise any future mistakes
• Facilitate technical reviews to ensure that the solutions offered meet client expectations
• Participate in client meetings as required
• Create and promote a high-performance culture and ensure high levels of employee engagement

Qualifications

Technical skills and experience:

• A relevant technical degree (in electricity or electrical engineering, industrial automation, electronics, service engineering, or similar)
• Relevant experience in a tendering and/or management role
• Knowledge of industrial and process automation products and solutions
• Understanding of overall industry market dynamics and challenges

Other competencies and qualities:

• Professional proficiency in Dutch; good knowledge of English
• People management skills and the ability to build a high-performance-oriented team
• Strong communication and organisation skills
• Effective time management and planning skills
• Ability to work under pressure and meet demanding deadlines
• Ability to build a sustainable and reliable client relationship
• A good understanding of commercial contracts
• High level of digital proficiency (the Office suite, networking and CRM tools)
• Intellect, resolution, pragmatism; and sales as fundamental part of your DNA

Job Benefits

• A full-time employment contract
• A full and competitive compensation package with a wide range of advantages: attractive fixed salary, annual bonus, group and hospitalisation insurance, company car, monthly fixed expenses, meal vouchers…
• An opportunity to be part of a growing leading global player and demonstrate significant personal responsibility in a dynamic and flexible workplace which ensures the right work-life balance
• A company culture that encourages performance and cooperation
• Continuous technical help and support from your colleagues, technical specialists
• Continuous learning and development opportunities (access to internal L&D programmes, learning on the spot, training sessions) and access to the internal mobility program