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Senior Bid and Procurement Manager – Solar Energy Projects [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Zaventem, Flemish Brabant, Belgium

Date posted
27 April 2026

Valid through
08.10.2026

Description

On behalf of **EDP (formerly Enerdeal)**, a fast-growing and innovative company specialised in developing, financing, and managing large-scale photovoltaic projects, Artemys is looking for a **Senior Bid and Procurement Manager – Solar Energy Projects**, a senior role with cross-functional responsibility bringing together business development, engineering, and supply chain teams.

Location: **Zaventem, Flemish Region**

Responsibilities

EDP specializes in developing, financing, constructing, and operating large-scale smart **PV and battery storage systems** for industrial and commercial clients. As a full-scope EPC partner, EDP delivers turnkey solar solutions tailored to the needs of energy-intensive industries and large property owners.

Since 2009, the company has enabled smarter energy use across more than 3,000,000 m^2 of solar installations on carports, rooftops, façades, and ground areas, building on the expertise and track record of **Enerdeal**. Today, this expertise is part of **EDP**, a European leader in renewable energy.

To better address the growing market opportunities for large power plants (500 kWp+), **EDP** is looking for a **Senior Bid and Procurement Manager – Solar Energy Projects** to act as the strategic bridge between the Sales and Operations teams.

As a **Senior Bid and Procurement Manager – Solar Energy Projects** , you will ensure that every commercial offer is built on solid, realistic, and competitive operational foundations, and that procurement strategies reflect market realities. You will be involved in commercial engagements from the earliest stages through to contract signature, and you will ensure that they are delivered on time, on budget, and at the right margin.

Your **key responsibilities**:

• Lead complex **EPC and PPA bids** (RFP/RFQ) end-to-end
• Structure technically sound, commercially competitive proposals
• Translate client needs into robust technical, contractual, and financial solutions
• Define and drive procurement strategy for major projects
• Negotiate with key suppliers to secure best-in-class terms
• Anticipate equipment needs (modules, inverters, racking systems…)
• Feed operational learnings back into the commercial process
• Contribute to the continuous improvement of bid and costing processes
• Own the bid-to-contract handover process, ensuring full alignment between the offer and the execution team
• Build and maintain a panel of qualified suppliers and subcontractors across key equipment categories
• Monitor market trends in solar equipment pricing, lead times, and supply chain

risks
• Develop and maintain bid templates, cost models, and standard contractual frameworks
• Work closely with the Legal team to manage risk allocation in EPC and PPA contracts
• Report on bid pipeline, win rates, and cost benchmarks to senior management

Qualifications
• Relevant degree
• Relevant experience in **EPC, energy infrastructure, or renewables**
• Strong background in **bid management**, complex offer structuring, and project procurement
• Solid understanding of energy EPC projects
• Experience in **supplier negotiations** and project cost structuring
• Experience in working on projects **above 1 MWp** will be a strong plus
• Experience in a scale-up or growth-stage company is an advantage
• Familiarity with **PPA** structures and project finance fundamentals
• Prior exposure to international supply chains (European, Asian module/inverter manufacturers)
• Comfortable operating across commercial, technical, and operational teams
• Rigorous, autonomous, analytical, with strong cross-functional influence
• Ability to manage multiple bids simultaneously under tight deadlines
• Fluent in **French** and **English**; knowledge of Dutch is a strong asset

Job Benefits
• A full-time employment contract
• An attractive financial package with a wide range of benefits and incentives directly linked to the profitability of the company and in line with your experience and job content
• An opportunity to work in a rapidly developing company in the green sector, with the mission to accelerate the solar transition in Belgium, in an experienced and mission-driven team of professionals
• Continuous learning and development opportunities