

Job Description

Position : Tender manager

Organization

- **Function :** Tender manager
- **Country :** US
- **Location :** Goose Creek, SC
- **Reports to:** Director of Tendering

Context

Land High Voltage Business Line is a project based-organization, running long term projects all over the globe, with specific type of customer relationships, including answering to tenders, producing cables, installing whole systems which comprise high voltage cables, accessories, civil work, etc...

Typical projects worth between 1 and 20 million dollars and are spread over years. Estimating the right price for a project is a key success factor to preserve our margins.

Purpose

Through close coordination of a multi functional team, submit bids on time to customers, with a price and technical specifications which reconcile Nexans' and the customer's expectations.

Areas of responsibility

- Up-stream sales support : register in on-line portals of purchasing organizations
- Answer to pre-qualification file requests
- Read and understand customer's RFQs and specifications
- Coordinate Sales team, Engineering team and central functions teams (legal, ...)
- Dispatches the bid
- Explains the bid and identifies key issues
- Coordinates different stakeholders in various departments in order to have a coherent offer and to respect delays
- Tackles challenges met by various stakeholders and helps finding solution
- Assess risks associated to the RFQ (client, planning, overcost, political, ...), mitigation of risks and compliance with group internal procedures (GMPs...)
- Responsible for costing the offer
- Build Profit & Loss scenarios (worst / best case scenarios). Detail the proposal in tender review in front of Nexans' High Management (Tender Review Committee)
- Write / prepare the offers in compliance with client formal requirements.
- Negotiate with sales representative in front of the customer
- Forward and explain project details to Project Manager through contract review

Expected results

- Proactive offer construction to provide an innovative solution :
 - Compliant with Nexans' procedure
 - Compliant with customer's specifications
 - Maximizing Nexans' profits
- Proper identification of risks to mitigate any problems during the execution phase

Required skills and qualifications

- Agile with IT Tools
- Skills for synthesis, well-organized
- Able to work in a multi-cultural area
- Fluent in English
- Ideally, double degree in engineering & project management (or business)
- Minimum 2 years experience in a large project-driven organization
- This job being an expert role, the more seniority a person has in the job, or in similar functions, the more complex projects are given
- Previous experience either as project manager for HV Installation projects, or in engineering, is a plus