

## Company Description

Schneider Electric is leading the digital transformation of energy management and automation. Our technologies enable the world to use energy safely, efficiently and sustainably. We strive to promote a global economy that is ecologically viable and highly productive. At the Mungia plant, we specialise in the design and manufacture of Medium and High Voltage energy solutions for Railways and High Speed Trains, Electricity Companies, Renewable Energies and the Electro-intensive Industry; Oil & Gas, Mining and Large Industry in general. We have a strong commitment to sustainable development. We are pioneers in the development of solutions for Wind Farms, and today more than 70% of wind turbines installed in Spain and more than 10% worldwide are equipped with our solutions.

## Information

📅 Deadline: 2024-10-13  
🏢 Category: Business  
📍 Province: Bizkaia

🌐 Country: Basque Country  
🏠 City: Mungia

## Company

Schneider Electric - MESA



## Main functions, requisites & benefits

### Main functions

As Tender Manager for MV Electrical Distribution & Multi BU Opportunities: As key contributor of opportunity team, support Opportunity Leader in Influence plan deployment, =S= qualification, prescription, and review RFQ drafting. In support or in delegation of Opportunity Leader, be in a customer facing role. To analyze RFQs, make recommend BID / NO BID (at S1 gate) to the management by gathering inputs from relevant Subject Mater Experts (SMEs). To monitor formal gate reviews approvals and collection of mandatory information to start tender work. To understand the need of the customer, and research the optimal and most competitive techno-commercial solution to answer to its needs. To define Bid execution strategy in line with Opportunity selling strategy and target price. To prepare a risk analysis and a mitigation of the risks with SMEs' support when necessary (logistic, technical, purchasing, site works, Contract...). To manage and draft the offer, including technical proposal, purchasing, all contractual aspects, commercial environment, cash flow etc. To animate liaison meetings, define interfaces, clarify compliance strategy, raise questions to the Client through Sales lead. To perform reliable and efficient communication to main stakeholders, raise roadblocks when needed. To follow CPP (Customer Project Process): Risk analysis, cash curve, offer review, tender review, escalation workflow for getting the final approval. To prepare tender review (S2) presentation support and roll out S2 presentation, capture comments from authorized management/SMEs and amend offer accordingly. To take part of contract negotiation in close collaboration with Opportunity Pursuit Leader and ensure timely answers to Customer's requests checking that negotiations remain within delegation given during S2 gate, alert and trigger new validation process if needed. To lead Review Before Sign (in case of availability of draft contract) and reassess As-sold margin. Prepare and lead Project Handing Over to execution team.

### Requisites

Master Degree in Electrical Engineer, power mention or related career. Strong technical background in Medium Voltage Solutions. Solid understanding of Schneider Electric MV-LV-Automation solutions to be able to drive optimizations and provide cost effective solution. Deep knowledge in Schneider Electric MV products. Ability to be customer facing with excellent communication skills. Ability to work effectively in a group setting, team oriented and results driven. Ability to be customer facing with excellent communication skills. Ability to work effectively in a group setting, team oriented and results driven. Ability to lead with agility in a complex & matrix environment. Aptitude to stand time pressure and stress while keeping high performance level. Ability to communicate (written, verbal) clearly in concise and synthetic manner on complex technical strategy. Very good communication skills within a multi-cultural environment. Ability to convince stakeholders on the proper projet technical strategy. Ability to learn from others, share her/his knowledge, coach others and collaborate efficiently. Ability to understand, influence & convince. Computer tools at user level (Excel, Word, ACAD, SAP, Autocad, E-Plan, Visio programs in Windows environment). E-Plan and ETAP desirable. Able to work under pressure with tight schedules. Able to take decisions in complex context based on imperfect/missing conditions. English fluency is a must (C1 demostrable) French & German desirable