




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:** 2024-10-30
 **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. Analyze RFQs, make recommend BID / NO BID (at S1 gate) to the management by gathering inputs from relevant Subject Mater Experts (SMEs). Monitor formal gate reviews approvals and collection of mandatory information to start tender work. Understand the need of the customer, and research the optimal and most competitive techno-commercial solution to answer to its needs. Define Bid execution strategy in line with Opportunity selling strategy and target price. Prepare a risk analysis and a mitigation of the risks with SMEs' support when necessary (logistic, technical, purchasing, site works, Contract....). Manage and draft the offer, including technical proposal, purchasing, all contractual aspects, commercial environment, cash flow etc. Animate liaison meetings, define interfaces, clarify compliance strategy, raise questions to the Client through Sales lead. Perform reliable and efficient communication to main stakeholders, raise roadblocks when needed. Follow CPP (Customer Project Process): Risk analysis, cash curve, offer review, tender review, escalation workflow for getting the final approval. Prepare tender review (S2) presentation support and roll out S2 presentation, capture comments from authorized management/SMEs and amend offer accordingly. 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. 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. As Technical Leader for MV Electrical Distribution Opportunities: Technical Offers: Be accountable of the complete technical part of the offer/ project: technical feasibility and commitment (through design reviews), cost effectiveness, engineering setup, risk mitigation. Master the following aspects of the offer/ project: technical proposal, suppliers technical offer specification & validation, all contractual aspects related to the technical scope, technical risk mitigation; new opportunities identification, competitive environment. Technical Coordination of Tenders Stakeholders: Contribute to Tender internal strategy with Opportunity Pursuit Leader (OPL) & Tender Manager (TM). Ensure compliance of the Technical proposal with Customer RFQs and/or adequate proposal of technical deviations in line with Bid strategy. Act as a single point of contact for all tender stakeholders regarding the technical content of the opportunity. Ensure proper technical transfer from the tendering phase to the execution teams. Risk & Opportunity Management, Change Management, Alert: Perform gap analysis and lean scoping between customer needs and reference architectures and Schneider Electric products, then adapt the offer to fulfil the customer's key decision criteria (functions, performance, budget ...). Support the Sales and Tendering teams, from technical perspective, during the Tendering phase to reduce/mitigate technical risks linked to the solution proposal and its future execution. Customer Interactions: Provide answers to complex technical questions from customers, in co-operation with technical experts from specific domains or from R&D. Interact and can visit the Customer or Suppliers to discuss and negotiate technical part of the bid. Act as the key and trusty contact