

Bids and Tenders Manager

Position: Bids and Tenders Manager
Qualification: Bachelor's degree
Location: UK or Ireland (remote working possible)

About XOCEAN

XOCEAN is an ocean data company – we collect data for clients ranging from mapping the seabed to monitoring the environment. However, we do this differently, instead of using conventional crewed survey ships, we have developed a marine robotic system known as an Unmanned Surface Vessel (USV).

Overview

Responsible for preparation and submission of bids and tenders for USV survey work worldwide.

Main Duties & Responsibilities

Responsibilities will include:

- Preparation of bids and tender responses for USV surveys across all regions of operation for XOCEAN.
- Overseeing global supply chain database management.
- Proactively developing a sales plan to identify and propose solutions for our target markets.
- Providing expert advice and recommendations on contract terms & conditions for all tenders and new business proposals aligned with the Company strategy.
- Providing direction to Chief Commercial Officer and senior leadership team on best tender contract structure, terms & conditions and ensuring effective management of the overall contract during contractual performance.
- Identifying and resolving contract and proposal issues, risk areas, and implications of emerging contractual issues.
- Interacting daily and effectively communicating with CCO, relevant stakeholders, and clients.
- Monitoring and reporting on all sales activity to senior leadership team.
- Generating marketing material (e.g. white papers) to be used to promote XOCEAN.
- Conducting regular market analysis research and reporting to Chief Commercial Officer on trends, data, analysis etc.

Requirements: Essential Skills / Attributes and Experience

- Attention to detail, high quality documentation and presentation preparation.
- 5 plus years' working experience in Sales, including Bids and Tender management.
- Bachelor's Degree
- Senior stakeholder management and communication experience.
- A high level of integrity is essential as well as an understanding of the importance of protecting the interests of the company while also assuring customer satisfaction.
- Fosters a high-performance culture through aligning performance expectations with overall business goals. Encourages an open exchange of information and viewpoints, actively listens to others.
- Translates development goals into actionable plans. Makes timely, confident decisions.
- Results orientated, proactive and reactive
- Experienced contract tendering, sales management and acquisition of surveying contracts.

Desirable Experience

- Experience working in the Survey Industry
- Experience in project management/change management with a track record of success.

Apply

- Applicants must demonstrate how they meet the essential criteria. Desirable criteria may be used for further shortlisting.
- We thank all candidates for their interest, however due to very high volumes, only those who are selected for further consideration, will be contacted directly.
- To be eligible for this position you must have a valid working visa / permit to work in the UK or Ireland.
- Closing date for applications is the 19th October 2020
- Please apply online and follow the instructions, or submit your CV to careers@xocean.com.