



DB Engineering & Consulting GmbH

Bid Manager (f/m/d)

Job-ID:	EC01892
Region:	Birmingham, UK
Salary:	We offer an annual gross salary between £ 45,000 and £ 50,000 depending on your professional qualification and experience and attractive benefit package.

DB Engineering & Consulting is a part of the **DB group**, a world leading global railway company with an extensive organisation in Germany and projects around the world. Our company offers technically sophisticated and customised infrastructure, mobility and transport solutions. With our sustainable concepts, gained from our experience in project work for decades, we ensure the future success of economic regions, make important contributions to the protection of the environment and help shape the world of the future. We represent **180 years of rail experience** and our infrastructure projects connect continents. We set the standard for transportation and modern mobility.

Our new branch in **Birmingham, UK**, seeks a motivated and experienced **Bid Manager** for railway projects. In this challenging and multifaceted position, you will be a part of our unconventional, highly agile innovative, international Bid team, responsible for managing proposals for challenging infrastructure projects worldwide.

Significant previous experience in best practice Bid Management is vital, including experience of bid planning; content planning based on motivators, Hot Buttons and Win Themes; corporate governance, peer reviews; and the production and submission of compelling submissions that are priced-to-win. As such, you must have a demonstrable record of accomplishment in winning new business. The position reports directly to the Head of Sales & Business Development UK and offers exciting challenges with the potential for career growth.

Your tasks:

- Lead, prepare and submit bids (technical and commercial offers) within customer defined timeframes, budgets and requirements
- Lead all aspects of the bidding process to drive collaborative working with virtual teams in planning & design, producing and submitting high quality tender responses
- Monitor market trends in railway sectors (both private and public) and prepare market reports
- Coordinate all internal and external interfaces involved in the bidding phases
- Analyse the requirements of tender documents and explain them to different management levels within the company
- Support the sales unit and maintain close cooperation with the technical departments
- Make certain that all clients' questions are answered and their needs are met
- Guarantee a cost-effective and high-quality tender and establish company-wide standards for the bid management process of DB E&C
- Ensure that the bid process is compliant, in line with our company's policies and procedures. Strictly adhere to internal and external deadlines



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Your profile:

We are looking for a person, who is passionate, unconventional and thinks outside the box. The ideal candidate should have the ability and confidence to challenge us on a day-to-day basis bringing new ideas/concepts that will contribute to the success of DB E&C in the UK and the wider group, becoming part of the DB family. Our mission is to be the Employer of choice a “Centre of Excellence in everything we do”.

Good candidates need to be able to create & deliver high quality submissions. He/she will be the first point of contact for our bid team and all internal and external interfaces involved in the bidding phases. Motivating the bid team to produce the best submissions is paramount. A strong ability to cope with multi-tasking and to be able to handle a substantial amount of responsibility is crucial. International experience within the rail/design/engineering/construction industries is desired, with the ability to understand technical terminology whilst dealing with complex business relationships.

- B.Sc. or M.Sc. degree in engineering or economics and/or relevant experience as a bid coordinator/bid manager in the railway sector
- Excellent project management capability, including the ability to work under pressure and manage different bids, working within tight deadlines
- The ability to deliver complex write ups independently
- The ideal candidate will need to be hard working, proactive, whilst maintaining a positive attitude towards their work and others with the ability to educate and influence colleagues
- Previous experience in managing teams either in office or virtually
- Experience in dealing with key stakeholder both internally or externally
- Commercially adaptable
- Flexible working is a must as you will be required to travel in order to meet business needs
- Customer orientation and ability to understand requirements and apply technical skills to create a winning solution
- Experience working with international teams across many disciplines and additional language skills, especially German would be desirable
- You should be highly confident in the use of Microsoft Office, Adobe software and be a fluent English speaker combined with excellent technical writing skills and the experience of generating compelling proposal content

Start date:

As soon as possible

Location:

Birmingham, UK

In case you match the profile and are interested in a complex task within the transport sector, we are looking forward to receiving your application through our website https://www.db-engineering-consulting.de/db-ec-en/career_and_training/online_application.html

Please state the reference number (**EC01892**), and your earliest possible availability.

Please note that your application will be saved and used in electronic form as a part of the application process for this position.

Thank you for considering DB Engineering & Consulting as prospective employer!

<http://www.db-engineering-consulting.com>