



Job Opening

Bid / Presales Manager

Bid Presales Manager

MVG Région de Paris, France

The Microwave Vision Group (MVG) offers cutting-edge technologies for the visualization of electromagnetic waves. Enhancing the speed and accuracy of wireless connectivity testing, as well as the performance and reliability of anechoic and EMC technologies, our systems are key elements to meet the testing challenges of a fully connected world.

The Group is composed of nearly 450 people and operates from 12 subsidiaries around the world to deliver to the most prestigious customers in the Telecom (Huawei, Samsung, Sony...), Aeronautics (Thales, Boeing,...), Space (Space X,...) and Automotive (BMW, Peugeot, Renault,...) sectors.

Its turnover exceeds €108 million and is divided between Asia, the United States and Europe with continuous growth for many years.

MVG is a growing group looking for talent to continue thriving.

Job Overview

As a Pre-Sales Manager at MVG, you will play a pivotal role in ensuring the timely submission of offers while adhering to established processes. Your responsibilities will include crafting technical proposals, accurately costing solutions, and collaborating closely with engineering teams to define the most suitable solutions to meet customer needs. Based in Emek Hefer in Israel, or in Europe with regular trips in Israel, you will enjoy working with a team of international and multicultural profiles with knowledge complementary techniques and skills, from which you can benefit and with whom you can interact fully. You will be in permanent contact with the commercial, engineering and operations teams.

Responsibilities

- Analysing client needs and requirements.
- Leading the development of proposals, and other sales materials in response to client requirements.
- Collaborating with internal teams, including sales, marketing, engineering, and operations, to gather the necessary information and resources for the proposal.
- Managing the entire bid process from start to finish, including setting deadlines, assigning tasks to team members, and ensuring that all deliverables are completed on time.
- Assessing potential risks associated with the bid, such as technical challenges, financial implications, and legal considerations.
- Working with relevant departments to accurately estimate the cost of delivering the proposed solution or service to the client.
- Serving as the primary point of contact for the client during the bid process, addressing any questions or concerns they may have and maintaining a positive relationship with key stakeholders.
- Reviewing all proposal materials to ensure accuracy, completeness, and compliance with the client's requirements and the organization's standards.

- Maintaining accurate records of all bid-related activities and documentation.

Qualifications

- Bachelor's degree or higher in engineering with competences in RF and/or mechanics.
- Knowledge of antenna measurements is advantageous.
- Experience in bid management of large proposals is desirable.
- Exceptional project management skills, with the ability to handle multiple tasks simultaneously.
- Excellent communication, presentation, and negotiation skills, both written and verbal.
- Strong attention to detail and commitment to quality, coupled with the ability to thrive in high-pressure environments and meet deadlines consistently.
- Comfortable in an international environment, which will allow you to easily ensure travel abroad.
- Proficiency in English, both written and oral.

Compensation

Depend on experience.

If you are a dynamic and results-driven professional with a passion for delivering exceptional customer solutions, we invite you to join our team and contribute to our continued success.

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Please submit applications to :

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MVG

Corporate Headquarters

13 rue du Zéphyr
91140 VILLEJUST
France
Tel: +33 (0)1 69 29 02 47
Fax : +33 (0)1 69 29 02 27
www.mvg-world.com