

ngena stands for “Next Generation Enterprise Network Alliance”. We provide a central cloud platform that merges the local networks of our international telecommunication alliance partners into a single global Software-Defined Wide Area Network (SD-WAN).



Bid Pricing Specialist (m/f/d)

Have you always dreamed of working for an international start-up company? Then take this next step into the future and join us as our new colleague for a full-time position in Frankfurt am Main.

Your new job

- E2E responsibility of bid pricing based on the ngena pricing models and key counterpart for deal escalation
- Multi-project pricing management by establishing priorities and target dates, monitoring status of deliverables, coordinating requirements with departments and sharing status transparent to all involved stakeholders to deliver the needed pricing in time in close collaboration with Bid Management
- Delivering price points into the ngena benchmarking for improved product pricing and/or set-up measures to improve ngena pricing in close collaboration with Carrier Management
- Proactively communicate with all departments internal but also external to ensure all necessary resources and activities are available to achieve a successful proposal submission
- Coordinate all internal resources to deliver the needed input for the bid pricing
- Following up with ngena customers on solution design, current bid status, purchase order status and win/loss analysis
- Updating of bid pricing within ngena IT system environment

Your assets

- You have successfully completed your university studies in information technology, business or similar
- You have at least 3 years of work experience in the role as Bid Manager
- You ideally come from a telco wholesale or IT background
- Modern network technologies such as SDN, WAN and VPNs are not all Greek to you
- Sales and solution processes are no problem for you
- Strong communication and moderation skills define your personality
- You want to work and flourish in a multicultural team environment
- Proactive and being able to work independently; flexibility to act convincingly in an agile environment
- You have a strong analytical way of thinking and you are skilled in problem-solving in critical situations
- Communicating fluently in English is no problem for you, and if you know some German – even better!

Your chance

An exciting, dynamic, international start-up environment awaits you with an open corporate culture of flat hierarchies. At ngena, responsibility will be in your hands from the very beginning. You will continuously grow both on the professional and personal front amongst a diverse team of more than 20 nationalities, varied age groups and a wide range of skill-sets. This fusion will prepare you for paving the world with ngena’s leading SD-WAN technology.

If you are interested in this challenge, please send us your complete application including salary expectations and possible starting date via email to myfuture@ngena.net