



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).

## Senior Bid Manager (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 Germany.

### Your new job

- You are responsible that incoming customer and partner RfPs are answered with the highest quality and on time
- You are the primary contact person for partners to engage with on the creation of their offers to end customers
- You proactively communicate with all departments internally / externally to ensure all necessary resources and activities are available to achieve a successful proposal submission
- You will coordinate all internal resources to ensure that requirements are met, the project is ready to order, and the deliveries are completed within timelines.
- You are responsible for a seamless handover of successful projects to the operations organization
- Multi-project management by establishing priorities and target dates, monitoring status of deliverable, coordinating requirements with departments and sharing status transparent to all involved stakeholders

### Your assets

- You have successfully completed your university studies in computer science, industrial engineering, information technology or business administration
- You have at least 7 years of work experience in the role as a Bid Manager
- You ideally have several years of professional experience in IT sales of managed services or IT service management
- Excellent project management skills and a strong organizational capability define your professional competencies
- You ideally have a project management certification
- You have an in-depth understanding of the end-to-end tendering process and associated activities
- Convincing negotiation skills, professional and confident appearance and assertiveness describes your personality
- 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 and/or Spanish – 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 30 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 apply via our [recruiting portal](#).