

Proposal Manager – Industrial Water Business Unit

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Company: IDE Technologies

Location: Israel

Category: other-general

Proposal Manager – Industrial Water Business Unit

Reports to: Industrial Water Treatment Business Unit Manager

Job Description

Responsibility for developing and producing technical and commercial proposals in compliance with customer's specifications for unsolicited B2B sales processes and formal bids

Involved in global industrial water treatment sales life cycle – from initial phase up to contract closure, throughout the entire technical and commercial cycle

Closely work with global sales team.

Monitor and accompany industrial water opportunities and projects throughout the sales life cycle and project execution.

Tight interface with engineering, R&D, costing department, legal department, finance and project execution teams

Building and implementing costing methodology for industrial water sales and new technologies and formulating agile and clear workflow procedures for the sales process.

Job in Chemical /Mechanical / Environmental engineering

MBA – an advantage

3+ years' experience in proposal management, sales OR project management

Project management of water/process projects and/or International sales activity in water/process business

Experience in B2B sales process

Experience in responding to complex bids

Experience in technical and commercial negotiations

Extremely proficient in a PowerPoint, CRM, etc. variety of content creation tools including Word, Excel,

A clear understanding of tactical proposal management with a keen eye for details.

Strong time management and prioritization skills.

Outstanding English communication skills (written, oral and interpersonal).

Traveling abroad (few times per year)

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