

Bidding and Proposal Engineer

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Managing regional tenders, assisting PD in developing bid strategies and managing project progress and risks. Managing project bid drafts, designing different scenarios based on bid strategies, and supporting the ATB decision-making mechanism of the SDT team

Analyzing customer needs, and managing the project team's functional modules (solution, service delivery, commercial, legal and financial) to develop solutions to ensure the overall solution meets the customer requirements

Making project competition analysis to support the review and decision-making process

Managing the progress and quality improvement works of each functional module to ensure high quality tender output and timely submission of the bid

Managing the negotiation after the bid has been submitted, and continuously updating the bids that can be submitted according to the results of the negotiations from winning the tender until signing the contract

Requirements

Having full knowledge of communication network technology;

Being experienced at least in products such as optical transmission, access network, data communication, mobile communication, cloud core network etc.

Understanding the pre-sale product solution formulation rules and after-sale service

content.

Being experienced in project bid operations.

Having a meticulous and serious working style, being solution-oriented, being skilled in coordination and encouragement, having effective communication skills and team spirit.

Being fluent in English and another foreign language is preferred.

Location: Istanbul / Umraniye

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