



## **Bid Manager**

### The role

We are looking for a Bid Manager to join our Pre-Sales Engineering Team based in Coventry. Candidates with experience in Bid Management in an Oil and Gas or Rail environment would be well suited to this position.

Your role will be to manage the bid process for telecoms and security system proposals. Responsibilities include managing a team of Bid Engineers, organising and monitoring workloads, reviewing ITT documents, checking and reviewing pricing format and content, writing bid responses, reviewing terms and conditions, ensuring bid technical and commercial compliance, presenting the bid for approval and sign off. On occasions you will be requested to travel abroad to meet clients and present proposals. You must be competent using Microsoft Office Tools.

You will possess technical knowledge of some or all of the following systems; CCTV, PAGA, Access Control. Telephony/PABX, Radio, Lan & Switching Infrastructure and knowledge of the operating procedures/environment within the Oil and Gas or Rail verticals.

You'll have excellent communication and customer interaction skills, be confident in managing people, meeting and presenting to customers, a creative problem solver who is confident under pressure and able to operate effectively to deadlines in challenging environments.

So, if you are motivated, flexible, with a high degree of professionalism, a can-do attitude and keen to progress your career you could be just the person we're looking for to join our team. You will be keen to take on your next challenge in a role that can really have an impact.

To apply for this role please send you CV and a covering letter telling us why you'd like to come and work with the team here at Optilan and what you can bring to this role.

Please make sure you include details of your current salary and notice period and send it to our HR team at [recruitment@optilan.com](mailto:recruitment@optilan.com).