

Dear Job Aspirant,

We wish to connect with you for below position of **Manager - Presales & Bid Management**

* Designation: **Manager - Presales & Bid Management**
* Qualification: Engineering in Computer Science, IT, E&TC, Mechanical or equivalent
* Location: Pune
* Experience: 5-10 Years

**Company Profile :**

Founded in 1999, Softdel (a UNIDEL company) connects devices, enterprises, and people. Our distinctiveness lies in simplifying enterprise connectedness in smart buildings and smart factories creating unprecedented benefits for our customers and their eco-systems. Headquartered in Stamford, CT, USA, with offices in Japan, and India, we deliver domain expertise and technology-driven solutions to help companies turn digital challenges into opportunities. Our two-decade-long product engineering experience of serving global leaders in the automation & controls industry has catapulted Softdel to an enviable position in the Industrial and Buildings IoT value chain.

For more information, visit [www.softdel.com](http://www.softdel.com). Follow on [LinkedIn](https://www.linkedin.com/company/softdel/) and [Twitter](https://twitter.com/softdelsystems?lang=en).

**JOB Description:**

**Key Responsibilities:**

**Proposal Management**:

* Lead the entire bid lifecycle, from identification and qualification to submission and post-submission analysis.
* Collaborate with cross-functional teams, including sales, technical experts, and subject matter experts to gather requisite information to develop compelling proposals.
* Ensuring all proposals are submitted in a timely manner, meeting or exceeding client requirement, and expectations.

**Proposal Writing:**

* Craft persuasive, well-organized, and technically accurate proposals in response to RFPs (Request for Proposals), RFIs (Request for Information), and other bid opportunities.
* Tailor proposal content to address specific customer needs and showcase the organization's unique value proposition.

**Bid Strategy:**

* Develop and implement bid strategies aligned with the organization's business goals.
* Conduct thorough research on clients and industries to tailor proposals effectively.

**Bid Documentation:**

* Maintain a comprehensive and organized repository of bid documentation, ensuring accuracy and relevance.
* Track and report on proposal success rates, identifying areas for improvement.

**Presales Support**:

* Support presales initiatives around IoT, Industry 4.0, Industrial automation & embedded systems.
* Participate in customer meetings to understand requirements and to propose winning solutions.
* Build and maintain strong relationships with clients, understanding their needs and preferences.

**Quality Assurance:**

* Implement and maintain quality assurance processes to ensure the highest standard of proposals.
* Review and update proposal content to ensure clarity, consistency, and compliance with client requirements.

**Qualifications:**

* Bachelor's degree in computer science, IT, E&TC, Mechanical or equivalent.
* Proven experience of 5+ years in presales & bid management, with a focus on proposal writing.
* Strong understanding of the business development lifecycle and processes.
* Excellent written and verbal communication skills.
* Ability to work under tight deadlines and manage multiple proposals simultaneously.
* Experience in collaborating with cross-functional teams.
* Good understanding of IoT, Industry 4.0, industrial automation & embedded systems
* Familiarity with industry-specific terminology and trends

Regards,

HR Team – Softdel Systems

Email: - [careers@softdel.com](mailto:careers@softdel.com)

Website: - [www.softdel.com](http://www.softdel.com)