

Tender & Quotation Specialist (m/ž)

For our Marketing, Sales and Product Management team, understanding the full potential of our technology and the trend in our markets is highly rewarding. In addition, helping customers all over the world improve efficiency, save resources and reduce emissions gives our work a powerful sense of purpose. You will be the expert in delivering competitive bids/estimates/quotations to customers for Grid Integration projects (HV/MV substations, Power Quality, e-mobility, etc) in Balkan region. Your attention to detail and ability to negotiate with multiple partners will be vital to this key component of project bidding. Your responsibilities: - Formulating bids that fully address customer needs and offering the most efficient and cost-effective solutions, in line with Hitachi Energy policy - Ensuring the timely and accurate formulation of tender documents through coordination with relevant stakeholders - Managing all aspects of the bid - including technical, financial, product management and risk reviews, in line with Hitachi Energy standards - Coordinating with Supply Chain to identify potential suppliers for equipment and materials, through regular analysis of customer needs and market trends - Contributing to an effective, positive customer relationship throughout the Sales process - Analyzing and reporting on tender outcomes and identifying areas for improvement to increase success - Living core values of safety and integrity, which means taking responsibility for your own actions while caring for your colleagues and the business

Izvor: www.moj-posao.net

Lokacija: Zagreb

Datum objave: 03. Sep 2024.

Datum isteka: 13. Sep 2024.