

TENDER SPECIALIST NORDIC

Posted on 10 maj, 2024

Company Name BioMérieux

Location Göteborg

Job Description

Purpose of the Job

As a Tender Specialist, you will play a crucial role in our success by drafting RFIs and public tenders in collaboration with Nordic stakeholders. Your aim will be to ensure timely submissions that meet the demands of both existing and potential customers. Additionally, you will establish and nurture long-term relationships to drive customer satisfaction, revenue, and profitability in strategic accounts.

Main Accountabilities

- Serve as the referent for the tender process, ensuring consistent and competitive management.
- Develop and implement tender strategies and processes, while providing key management information for decision-making.
- Manage the end-to-end process for RFIs and tender submissions, including Q&A sessions and collaboration with internal stakeholders.
- Strengthen relationships with key stakeholders and coordinate all parties involved in the tender process.
- Prepare tender documents and offers in close collaboration with Tender Manager, Account Manager, Product Manager, and Sales Manager.
- Ensure proper tender award and contract governance, handing over to sales when necessary.
- Coordinate activities with Strategic Account Managers in global strategic accounts, ensuring alignment with account plans.
- Identify and address key account needs, proactively leading the execution of plans.

Skills and Qualifications

- Bachelor's degree in business or related field.
- Minimum 5 years of experience in a similar position, preferably within a multicultural business environment.

- Fluency in Swedish and English required, additional Nordic languages desirable.
- Knowledge of healthcare systems, tender rules framework, and business-to-business sales.
- Strong problem-solving, project management, and presentation skills.
- Proficiency in MS Office (Excel, Word, PowerPoint) required; experience with Salesforce 360 is advantageous.

If you are a proactive problem-solver with a passion for driving success in tender processes, we encourage you to apply for this exciting opportunity to contribute to BioMérieux's mission.

Join us in making a difference in healthcare and food safety!

To apply

We are looking forward to receiving your application as soon as possible. For more information about bioMérieux, the role and to apply, please contact Richard Etz, Moveup Consulting AB, 0733-87 27 21.

Applications must be sent by e-mail to: richard.etz@moveup.se

By submitting your application, you also give your consent to storing your personal information, including CV & Cover letter, and that we own the right to share this information with third parties (our client). You can withdraw the consent at any time.

Om företag

BioMérieux is a global leader in in vitro diagnostics (IVD) and microbiology testing. They specialize in developing and manufacturing diagnostic solutions for clinical laboratories, hospitals, and industrial laboratories.

Their products cover a wide range of areas including infectious diseases, cardiovascular diseases, cancer, and microbiology. They offer a variety of diagnostic tests, instruments, and software solutions designed to detect and identify pathogens, monitor disease progression, and guide treatment decisions.

www.biomeriux.com

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