

Head of Deal Winning Team NWE (w/m/d)

[Apply Now](#)

Company: Fujitsu

Location: Belgium

Category: other-general

FUJITSU – Shape your world by working your way

Fujitsu is a leading global IT company with approximately 130,000 employees in 100 countries. Whether hardware or cloud solutions, consulting or artificial intelligence solutions - as a global group, Fujitsu offers the entire spectrum of IT services and products from a single source. Shape your world and ours by working together to deliver outstanding results for our clients and drive digital transformation.

As soon as possible, we are looking for a candidate in Portugal, Belgium, Finland, France, Spain, United Kingdom

Head of Deal Winning Team NWE (w/m/d)

Legal Entity: Fujitsu Technology Solutions GmbH

Working hours: 40 hours/week

The Head of Deal Winning Team NWE leads a team of bid managers who support Fujitsu sales in their strategic customer projects in NWE. These are generally customer projects from the European Platform Business, . Fujitsu & 3rd party data center hardware and software products and solutions, as well as the respective portfolio elements from the Infrastructure Services & Consulting portfolio.

The bid managers in the team are responsible for managing non-standard national and international customer projects with medium and high level of complexity, from qualification to contract signing, with the aim of leveraging winning chances and thus supporting the sales departments in achieving their revenue, TCV and/or margin targets.

Due to the team's regional focus NWE (Bene, Luxembourg, France, Spain, Portugal,

UK&I and Nordics), the position requires proactive, continuous and close coordination with the relevant parties on cluster side

These exciting tasks await you:

Disciplinary management of a team of bid managers

Responsible for the continuous alignment and coordination as well as the relationship management between the individual departments, the cluster and sales divisions as well as the management in the context of opportunity processing along the CSLC process in internal and external relations

Independent analysis, evaluation and qualification of customer requirements and comparison of these with the Fujitsu portfolio. (potentially with involvement of relevant departments (. Solution Architect, Commercial,

In a consultative selling approach, proactively develops and defines the sales strategy (winning strategy, value proposition, target price analysis and definition, recovery strategies, for strategic customer projects together with the cluster management, local business development and the sales teams.

Operational management of the entire bid team for the development of the customer offer in cooperation with sales, responsibility for the results achieved internally and externally

Creating and ensuring compliance with the bid project plan

Preparation of a bid budget calculation and control of budget adherence within the framework of the bid project

Active tracking, controlling of the bid project and initiation of countermeasures

Responsible for calculating project costs based on central and local (country-specific) cost parameters and preparing the turnover, TCV and margin situation for dissemination and presentation to the company management for approval; Coordination of project-specific funding requests (external & internal funding)

Responsible for the complete risk management (raid lock) in cooperation with the entire bid team and the approval process for the offer as well as ensuring consistent compliance with the company's guidelines specified in the offer process

Ensuring that project responsibility is handed over to the T&T manager after the contract has been signed

Conclusion of the contract: Supporting the responsible account manager in the contract negotiation

Responsible for the maintenance and documentation of project data as a basis for analyses/reports in the CRM system

You should have the following qualifications:

Experience as a team lead in a disciplinary leadership role

Successfully completed studies in (business) informatics or a comparable qualification

Many years of professional experience in IT sales, pre-sales or bid and/or engagement management

You are characterized by a strong customer orientation, communication skills as well as an independent and analytical way of working

You are a team player and have strong assertiveness

You are willing to continuously question current processes and procedures and work out suggestions for improvement together with the rest of the team.

Experience working in virtual, intercultural teams

Fluent English skills round off your profile, ideally capable to communicate in other European languages as well, . French or Spanish.

Why Fujitsu:

Modern workplaces and equipment

Flexible working hours and working from home possible

Extensive training and development opportunities

Development opportunities in management or expert careers

30 days holiday & special leave

A wide range of health programs

Numerous discounts, company celebrations and team events

Learn more about our values and culture:

Trusted to transform - With us, you will experience trusting cooperation in all areas, which will give you the necessary freedom for personal development.

Do the right thing - Our goal is to make the world more sustainable and to make a positive impact on society with our products and services.

Work your way – Make your work flexible to have a good work-life balance.

Achieve together - Together, we exceed our individual goals and create added value for everyone involved.

Global innovation, local impact -

Shape your world in a leading global technology company that is changing the world and driving innovation. We respect fairness, equal opportunities and promote diversity in all its facets as well as inclusion in the company

[Apply Now](#)

Cross References and Citations:

1. Head of Deal Winning Team NWE (w/m/d) [Losangelesjobs](#) [Jobs Belgium](#)

[Losangelesjobs](#) ↗

2. Head of Deal Winning Team NWE (w/m/d) [Attorneyjobs](#)[Jobs Belgium](#) [Attorneyjobs](#)↗

3. Head of Deal Winning Team NWE (w/m/d) [Sciencejobsnearme](#) [Jobs Belgium](#)

[Sciencejobsnearme](#) ↗

4. Head of Deal Winning Team NWE (w/m/d) [Laboratoryjobs](#)[Jobs Belgium](#)

[Laboratoryjobs](#)↗

5. Head of Deal Winning Team NWE (w/m/d) [Cosmeticsjobs](#)[Jobs Belgium](#)

[Cosmeticsjobs](#)↗

6. Head of Deal Winning Team NWE (w/m/d) [Onlinejobsearch Jobs Belgium](#)
[Onlinejobsearch ↗](#)
7. Head of Deal Winning Team NWE (w/m/d) [BangkokjobsJobs Belgium](#) [Bangkokjobs↗](#)
8. Head of Deal Winning Team NWE (w/m/d) [Orthopedicjobs Jobs Belgium](#)
[Orthopedicjobs ↗](#)
9. Head of Deal Winning Team NWE (w/m/d) [Seekingjobs Jobs Belgium](#) [Seekingjobs ↗](#)
10. Head of Deal Winning Team NWE (w/m/d)[Chemistryjobs Jobs Belgium](#)
[Chemistryjobs ↗](#)
11. Head of Deal Winning Team NWE (w/m/d)[HollywoodjobsJobs Belgium](#)
[Hollywoodjobs↗](#)
12. Head of Deal Winning Team NWE (w/m/d)[Muscatjobs Jobs Belgium](#) [Muscatjobs ↗](#)
13. Head of Deal Winning Team NWE (w/m/d)[SurgeonjobsJobs Belgium](#) [Surgeonjobs↗](#)
14. Head of Deal Winning Team NWE (w/m/d)[Gamejobs Jobs Belgium](#) [Gamejobs ↗](#)
15. Head of Deal Winning Team NWE (w/m/d)[VancouverjobsJobs Belgium](#)
[Vancouverjobs↗](#)
16. Head of Deal Winning Team NWE (w/m/d)[MalaysiajobsJobs Belgium](#) [Malaysiajobs↗](#)
17. Head of Deal Winning Team NWE (w/m/d)[Christmasjobs Jobs Belgium](#)
[Christmasjobs ↗](#)
18. Head of Deal Winning Team NWE (w/m/d)[Riyadhjobs Jobs Belgium](#) [Riyadhjobs ↗](#)
19. Head of deal winning team nwe (w/m/d) [Jobs Belgium ↗](#)
20. AMP Version of Head of deal winning team nwe (w/m/d) [↗](#)
21. Head of deal winning team nwe (w/m/d) [Belgium Jobs ↗](#)
22. Head of deal winning team nwe (w/m/d) [Jobs Belgium ↗](#)
23. Head of deal winning team nwe (w/m/d) [Job Search ↗](#)
24. Head of deal winning team nwe (w/m/d) [Search ↗](#)
25. Head of deal winning team nwe (w/m/d) [Find Jobs ↗](#)

Source[https://be.expertini.com/jobs/job/head-of-deal-winning-team-nwe-w-m-d--belgium-fujitsu-](https://be.expertini.com/jobs/job/head-of-deal-winning-team-nwe-w-m-d--belgium-fujitsu-30886212e3/)

[30886212e3/](https://be.expertini.com/jobs/job/head-of-deal-winning-team-nwe-w-m-d--belgium-fujitsu-30886212e3/)

Generated on: 2024-05-02 by [Expertini.Com](#)