

Tender Manager Infra

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Company: DEME Group

Location: Belgium

Category: other-general

Summary

As a Tender Manager, you will be responsible for analyzing tenders and commercial opportunities and managing corresponding project proposals for complex marine Infra works, with a focus on the BeNeLux market. Under your leadership, your team shall analyze the project scope and develop the engineering, the planning, the methods and the pricing.

As central point of contact you will establish strong relationships with (potential) clients during the whole process. You will lead and manage a tender team through application of our tender and acquisition processes; you will motivate and empower your tender team members from the various DEME Infra specialists, such as Engineering, Methods, Estimation, Procurement and other supporting departments, such as QHSE, Legal, Insurance and Finance. Through facilitating excellent team communication and efficiency, you will support ownership and maximize innovation, targeting a high-quality tender submission and contract. Finally, you and the tender sponsor will take the lead in tender clarifications and negotiations with clients after the submission of the tenders.

This position is based at our DEME Infra Office in Zwijndrecht, Belgium. But you can make use of our network of regional offices and satellite offices and working from home regimes.

Infra

Tendering

Belgium

Apply now

Your responsibilities

Your profile

Our offer

Analyze tender documentation received from potential clients.

Work on method selection and writing proposals.

Prepare cost calculations and programming of works (planning).

Draft of installation sequence drawings.

Work on risk assessments.

Liaise with subcontractors, partners and supporting departments.

Summarizing and reporting for internal and external approval.

You hold a BSc or a MSc Degree in civil engineering.

You have at least 5 years of experience in tender and/or project management of civil (marine) infrastructures (tunnels, locks, bridges, quay walls, jetties, mooring facilities, ...).

You can work under pressure and keep your team focused.

You have excellent negotiations skills and commercial awareness.

Your communication is powerful, at all organizational levels.

You are pragmatic and you work in a proactive manner with a hands-on mindset and problem-solving approach.

You have a natural ability to get things done, in a structured way and to certain deadlines.

Being flexible, you consider change as your friend, not your enemy.

You are a natural leader, driving your team forward to excellence.

You are an experienced user of the most common MS Office applications.

You are prepared to travel abroad for short missions.

You can express yourself fluently in spoken and written Dutch and English.

A people-oriented environment with an interactive health program, an extensive mobility program for a healthy work-life balance and a focus on employee wellbeing.

A permanent op quality training track which allows you to develop yourself personally and professionally.

A stimulating, innovative workplace with numerous growth opportunities.

A competitive salary with a huge number of extra-legal benefits.

WHERE NEXT?

Excited? Ready to explore? Great! Here's what the next steps look like:

01

Apply

Click the Apply button above and send in your application.

02

Invite

We'll review your application. If there's a match, you'll receive an invitation to meet with one of our recruiters.

03

Meet us

Either at our HQ or virtually, we'll get to know each other better and discuss your opportunities together.

04

Join our team

Where Next? Time to sign your contract and embark on your DEME journey!

Related jobs

All jobs

Category Buyer

Are you passionate about contributing to innovative projects that foster social, environmental, and economic sustainability? Are you dedicated to supporting project success through strategic supply chain management? We are seeking a dynamic and motivated

Category Buyer to join our procurement team at DEME!

As a Category Buyer, you will be responsible for developing and implementing sourcing strategies across various categories, optimizing quality, price, and planning. Your role will involve managing tender processes, selecting suppliers, negotiating contracts, and maintaining relationships with stakeholders.

Currently, we are looking for people who are interested/experienced in one of the following categories:

- Consumables, Tools & Safety
- Machinery Equipment
- Facilities

DEME General Supply Chain / Procurement Belgium See details

Drawing Engineer

Job Description Summary

Being at DEME opens a whole range of opportunities with interesting projects to work on, options to develop yourself further, a place where you can make an impact and where your contribution matters. Looking for an energetic Drawing Engineer with civil 3D.

Dredging Engineering India See details

Category Buyer Facilities

As a Category Buyer for DEME Group, you will work on a tactical level in procurement of services and goods within the assigned commodities in Facility and other indirect scopes. You will take the lead in managing a portfolio of categories, contracts, sourcings and suppliers, build up extensive market knowledge and work together with internal stakeholders to strive for best fit solutions. You will also support the Category Manager in defining and implementing the category sourcing strategy.

DEME General Supply Chain / Procurement Belgium See details

Coordinator Milieu en Grondverzet

Ben jij klaar om een coördinerende rol in te nemen in ons projectteam? Als de expert die onze projectteams begeleidt door de grondverzetregelgeving en alle milieukwesties bij grond- en baggerwerken. Met jouw oog voor detail en passie voor duurzaamheid zorg je voor een naadloze afhandeling van milieutechnische onderzoeken en adviseer je bij het vinden van de

perfecte bestemming voor overtollige grond. Sluit je aan bij ons team en laat je adviserende en controlerende vaardigheden schitteren!

Dredging Operations Belgium See details

Geotechnical Engineer

As a Geotechnical Engineer, you will focus on a wide variety of challenges supporting our cable installation business unit on offshore windfarms. Your challenges will extend from multi-disciplinary cable route engineering to cable burial studies and managing complex soil datasets. You will be responsible for sound and expert output to support our project and tender teams or work on one of our many R&D projects.

The engineering department in Breda consists of approximately 30 employees. You will work in an international team of 8 Hydraulic and Geotechnical engineers. As a geotechnical engineer you will support our commercial and project teams by providing, amongst other things, expert advice on cable protection strategies and cable route design. Together with the team, you will help our society transition to a sustainable future.

Offshore Engineering Netherlands See details

Design Engineer HV Cable Systems - Subsea Installations

As Cable Design Engineer, your key responsibility will be to ensure that the High Voltage Submarine Cable Systems for our EPC subsea cable installation projects are designed, manufactured and tested as per our requirements and project specifications. You will be part of a small, international team, supported and coached by an experienced manager. In this position you will collaborate closely with suppliers, clients and various internal stakeholders, and you will contribute to our vision: creating a sustainable future.

Offshore Engineering Netherlands See details

Design Manager Foundations

DEME is searching for a motivated Design Manager to reinforce the offshore wind foundation design team. If you are an experienced professional with relevant engineering expertise in the offshore structures domain, this is an excellent opportunity to join a dedicated team of engineers specialized in the successful delivery of design-build (EPCI) foundation and balance of plant (BoP) renewable energy projects, such as the innovative Saint-Nazaire and Arcadis Ost 1 projects. As a design manager, you will be leading the foundation design process of one of our offshore wind projects or tenders. Together, we work on DEME's vision of creating a sustainable future.

Offshore Engineering Belgium See details

HR Officer Carfleet

Do you want to join our team as HR Officer Carfleet? Read more about this role!

DEME General HR Belgium See details

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