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Bid Manager

Neo Psychiko, Attiki, Greece | Customer Success

SCYTALYS is a leading software development and system integration company, operating internationally with its main offices in Athens. The company counts more than 30 years of operation in the Defense and Security sectors, where it specializes in the specification, design, development, integration, installation, testing and follow-on support of:

- Tactical Data Links and Interoperability Solutions
- Mission and Command & Control Systems
- Surveillance solutions

SCYTALYS is currently looking for a skilled **Bid Manager**, passionate about their field of work.

(Responsibilities) About the role / What you can expect:

- Identify and evaluate potential business opportunities, assessing their viability and alignment with the company's goals
- Work closely with the Business Development, Engineering, and Program Management teams to understand client needs and expectations
- Proposal preparation coordinator in terms of the preparation and submission of proposals/bids for RFIs, RFPs/RFQs, Tenders, public consultations
- Prepare proposals and responses addressing RFIs, RFPs/RFQs, Tenders, public consultations
- Prepare papers and presentations addressing calls from entities, authorities and organisations in Greece and abroad (EU, NATO, Middle East, Southeast Asia, South America, Africa etc.)
- Perform technology assessments, inform people concerned and use the outcome as a guide for proposing new paths
- Support the development of new synergies and cooperations with the defense industry, academia and institutes
- Assist to the development of technical documentation both prior and post contract award

Required Skills:

- University Degree(s) in Engineering and/or Computing
- Master's degree in a relevant discipline or an MBA will be considerate as an asset
- More than five (5) years of professional experience
- Cumulative professional experience in more than one of the following areas: ICT, Security, and Defense, as a Small Medium Enterprise, consultant and/or technical presales engineer
- Fluent in technical writing in English and Greek
- Fluent in English, including technical terminology
- Have a good knowledge of the domestic and international market in terms of programs, systems, products, companies, etc., considering the aforementioned areas
- Have a good knowledge of new technological trends, R&D programs, synergies, etc., at domestic and international level
- Problem-solving, Organizational & Communication skills
- Excellent project management and organizational skills
- Proficiency in Microsoft Office and other relevant software.

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