



## HIRING: BIDS & CONTRACTS MANAGER, 2021

### The position

247Solar is seeking an experienced, self-motivated **Bids & Contracts Manager** to find and qualify 'best fit' bid opportunities globally (both public/government and private), analyze project economics, write winning proposals, and negotiate agreements with customers.

The successful candidate will:

- Have natural enthusiasm, high energy, and 'can do' attitude.
- Be comfortable with often-changing working hours to match different global time zones and have a willingness to travel as needed.
- Demonstrate a rigid insistence that customers are overjoyed with our results!

The Bid Manager will be a member of our Revenue team. The position can be based anywhere in the world.

### Who we are

247Solar Inc envisions a sustainable future in a world powered by abundant, low cost, zero-carbon energy. We exist to provide reliable, around the clock, zero-carbon energy in the fight against climate change. We will do this by working tenaciously and collaboratively – with heart – to make a huge and measurable reduction in carbon emissions.

We are rapidly building a team committed to this mission. Our team is composed of people who bring tenacity, a collaborative spirit, accountability and integrity, and an audacious passion for a sustainable future.

To learn more about our company and our technologies, please visit [www.247solar.com](http://www.247solar.com).

### What you will be doing

- Aggressively, continuously, doggedly searching for and identifying 'best fit' global bid opportunities to expand our business
- Helping to qualify and prioritize proposals and bids as generated by Business Development & Sales teams
- Preparing and submitting bids
- Securing wins
- Negotiating contracts (in conjunction with CEO & CFO)
- Collaborating with project engineering and deployment to help ensure great outcomes that conform with and exceed customer requirements

## **What you need to bring**

- 10+ years of increasing experience with bid & proposal and sales contracts management (both public/government and private)
- Applying research and assessment skills to identify best customer opportunities
- At least two (2) prior roles requiring successful coordination, alignment, agreement development and sales contracting closures among a wide range of stakeholders
- A strong track record of multiple winning proposals, bids and sales contracts
- A highly proficient ability to determine the economics of projects for the benefit of 247Solar and to make the economics of all proposals compelling to the customer (skill set proficiency to include developing detailed costing/pricing spreadsheets, ROIs, IRRs, etc, in coordination with CFO)
- Successful negotiation of sales contracts favorable to the company following winning bids
- Proficiency in spoken and written English
- Engineering or business degree (Preferably mechanical or civil), or equivalent relevant experience

## **Ideal candidates will also demonstrate**

- Ability to enable/lead multiple persons across multiple cultures to collaborate effectively leading to winning customer proposals
- Clear eyed ability to discern 'best fit' opportunities and to prioritize targets
- Doggedness to find and qualify 'best fit' bid global opportunities - EOIs, RFPs, RFQs etc
- Deep commitment to punctuality in all things - deadlines, customer delivery, etc
- Determination to communicate effectively and respectfully across cultures
- Preoccupation with helping to make sure all projects are successful in every sense of the word

## **What a career at 247Solar offers**

- Satisfaction in having made a huge difference in the mitigation of climate change
- Competitive compensation with fixed annual salary plus success payments
- Health benefits
- A flexible workplace
- Career growth in a rapidly developing company

## **Will you join us?**

If you would like to be considered for this position, please send a resume and cover letter to [recruiting@247solar.com](mailto:recruiting@247solar.com) by 30 September 2021.