

VERIDOS

IDENTITY SOLUTIONS

by Giesecke & Devrient
and Bundesdruckerei

Veridos GmbH creates secure and pioneering identification and identity solutions. Founded in January 2015, the joint venture between Giesecke & Devrient GmbH, Munich, and Bundesdruckerei GmbH, Berlin, pools the specialist expertise, the many years of experience, and the innovative power of the two largest German providers for high-security technologies to serve the international market.

Veridos offers its customers a unique product portfolio from a single source. For instance, it covers the entire value chain for passports, from paper right through to eGates. The German company is a reliable partner valued by governments and public authorities throughout the world – so far, it can count over 70 countries among its customers. In addition to its headquarters in Berlin and the operating facility in Munich, Veridos is represented around the world including in Brazil, Canada, Mexico, Singapore, the USA, and the United Arab Emirates. Veridos currently employs a workforce of approximately 400.

For our Team ID Solutions we seek with a starting date as soon as possible

Senior Proposal Manager/ Proposal Manager (m/f)

Main Activities:

- Working in the government business to respond to international tender procedures, whereas all technical, commercial and legal issues are timely and professionally handled
- Responsibility to compile, edit or delegate the work for technical scope of work description with all corresponding documentation towards the end customers and internally deriving a cost calculation or a necessary business case analysis for management decision
- Driven and independent work style to steer complex proposals to success
- Selection of partners and their management in alignment with internal interfaces
- Leading interdisciplinary teams to compile tender responses and other types of proposals
- Presentation of proposals and decision submittals at C-level and decision boards of the company
- Building and maintaining networks to support above activities
- Supporting salesmen during customer consultations

Profile:

- University degree or similar educational degree
- Experience for some several years (5 years or more) with bidding in complex solution environments combining services and system solutions with complex technical background in the government sector or plant engineering and construction for governments
- Experience in leading teams within international environments and strong communication skills in complex matters
- highly self-motivated and goal-oriented working style
- convincing and poised presentation style and able to lead negotiations
- Team player taking responsibility with readiness for action
- Certifications in project management or proposal management disciplines like PMI, IPMA, PRINCE2™ or APMP are regarded as supporting
- Spoken or written language skills at a negotiating level in English, French, German or any other language are preferred

Did we spark your interest?

We look forward to receiving your application. Please send your complete application including the earliest starting date as a PDF-Document to career@veridos.com.

Veridos GmbH | Herr Dominic Juhasz | Truderinger Straße 15 | 81677 München

For more information about Veridos, visit www.veridos.com