



## PR/119708 | Bid Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1600284

**Industry**

Petrochemical, Energy

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 10:39

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

<b>Position:</b>	<b>Bid Manager</b>
<b>Salary:</b>	<b>100,000 – 150,000 THB / month</b>
<b>Location:</b>	Muang, Rayong
<b>Working Day:</b>	Monday to Saturday

**Responsibilities:**

- Review client documents (RFPs, PQQs, EOIs) to understand scope, compliance, and risks.
- Develop bid strategies, timelines, and allocate responsibilities across departments.
- Lead cross-functional teams (engineering, procurement, finance, legal, HSE) to prepare technical and commercial inputs.

- Draft capability statements, case studies, and ensure consistent tone and branding.
- Work with estimators to develop accurate pricing, risk assessments, and financial models.
- Build relationships with clients, consultants, and subcontractors to strengthen bid competitiveness.
- Ensure bids are delivered on time, compliant, and aligned with company strategy.
- Capture lessons learned from past bids to refine processes and methodologies.

**Qualifications:**

- Bachelor's Degree in Civil Engineering, Construction Management, Business, or related field.
- 10+ years in tendering, proposals, or project acquisition within construction/engineering.
- Strong project management, stakeholder engagement, cost analysis, and persuasive writing.
- English fluency is essential.
- May require Construction Skills Certification Scheme (CSCS) card or equivalent for site access.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description