

PR/097885 | Manager, Global Proposals & Sales Enablement (Bid Manager)

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1623463

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 11:07

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview

Our client is a global HR technology company that helps businesses manage their workforce more effectively through integrated HR, payroll, and workforce solutions.

Role Summary

- Drive proposal development, sales enablement, and solution messaging to support business growth and strategic opportunities.
- This role works closely with cross-functional teams to develop compelling proposals, sales materials, and value-driven messaging that enhance sales effectiveness and improve win rates.
- The successful candidate will lead proposal management efforts, develop reusable content and best practices, support strategic pursuits, and strengthen solution positioning across global markets. This is a highly collaborative global role

with the opportunity to help build and scale the proposals and sales enablement function over time.

Key Responsibilities

- Lead proposal and bid management activities for strategic business opportunities.
- Develop high-quality sales presentations, proposal content, and supporting materials.
- Create and maintain sales enablement resources, messaging, and reusable content.
- Support strategic deal pursuits through value proposition development and solution storytelling.
- Collaborate with Sales, Presales, Product, Marketing, and Delivery teams to improve positioning and sales effectiveness.
- Drive continuous improvement of proposal quality, content management, and sales enablement processes.

Requirements

- 8 to 12 years of experience in proposal management, sales enablement, presales, consulting, or related business functions.
- Strong proposal writing, presentation, storytelling, and communication skills.
- Experience working with cross-functional stakeholders in a fast-paced environment.
- Ability to translate business and technical concepts into clear customer value.
- Strong project management and organizational skills.
- Experience in technology, software, HR, payroll, or professional services industries is advantageous.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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Company Description