



PR/160907 | Bidding Manager - Global Proposals & Sales Enablement

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1607162

業種

ITコンサルティング

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2026年08月25日 04:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

A leading global provider of Human Capital Management (HCM), Global Payroll Outsourcing, and Employer of Record (EOR) solutions is seeking a **Manager, Global Proposals & Sales Enablement** to support its continued international growth. This role will be responsible for driving proposal excellence, strengthening solution positioning, and enhancing sales effectiveness across strategic enterprise and multi-country opportunities. Working closely with Sales, Solutions Consulting, Product, Delivery, and Marketing teams globally, the successful candidate will play a key role in improving deal win rates, developing scalable sales enablement frameworks, and supporting the organization's global expansion strategy.

JOB RESPONSIBILITIES

- Manage and coordinate end-to-end responses for global RFPs, RFIs, RFQs, security questionnaires, and due diligence requests, ensuring high-quality and compliant submissions.

- Develop compelling proposals, executive summaries, client presentations, and bid response documents tailored to client requirements and business objectives.
- Partner closely with Sales, Presales, Product, Delivery, and Marketing teams to develop proposal strategies, win themes, value propositions, and differentiated solution messaging.
- Manage proposal timelines, review cycles, stakeholder approvals, submission governance, and quality assurance processes to ensure timely delivery.
- Develop and maintain global sales presentations, solution decks, industry-focused content, solution playbooks, discovery templates, and demo storylines.
- Create and manage competitive intelligence materials, battlecards, sales messaging frameworks, case studies, customer success stories, and reusable proposal content.
- Maintain a centralized repository of proposal responses, sales enablement assets, and solution content while continuously improving content quality and accessibility.
- Support strategic and enterprise opportunities through executive presentations, solution storytelling, value-based selling, and deal positioning initiatives.
- Conduct win/loss analysis and leverage market feedback to enhance proposal quality, solution positioning, sales messaging, and overall sales effectiveness.
- Support onboarding, coaching, and enablement initiatives to strengthen proposal development capabilities and sales messaging consistency across global teams.

JOB REQUIREMENTS

- Bachelor's Degree in Business, Marketing, Communications, Technology, or a related discipline.
- Minimum 8 years of experience in Proposal Management, Bid Management, Sales Enablement, Presales, Solution Consulting, or related roles.
- Proven experience supporting enterprise-level and multi-country opportunities, including complex RFP, RFI, and RFQ responses.
- Experience within SaaS, HR Technology, HCM, Payroll, BPO, EOR, enterprise software, outsourcing, or related industries will be highly advantageous.
- Strong understanding of solution positioning, value proposition development, consultative selling, and sales messaging strategies.
- Excellent proposal writing, business storytelling, executive presentation development, and content creation skills.
- Experience building and managing reusable proposal libraries, knowledge repositories, sales collateral, and enablement materials.
- Strong stakeholder management skills with the ability to collaborate effectively across Sales, Presales, Product, Delivery, and Marketing functions.
- Excellent communication, project management, organizational, and analytical capabilities with strong attention to detail.
- Highly self-driven, adaptable, and capable of managing multiple priorities in a fast-paced, global, and cross-functional environment.

#LI-JACMY

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会社説明