

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

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 シンガポール

求人ID
1623463

業種
ITコンサルティング

雇用形態
正社員

勤務地
シンガポール

給与
経験考慮の上、応相談

更新日
2026年11月17日 11:07

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
ネイティブレベル

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

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)
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会社説明