Marketing Proposal Manager - Power Products

Are you ready to work with a purpose? At ABB, you can be sure you're helping to create a better world. The business you'll secure and the partnerships you'll build will touch the lives of millions when they lead to sustainable power plants in remote corners of the world or improved safety for workers in auto plants.

We are seeking a Marketing Proposal Manager to join our Power Grids division and manage activities for Small Power Transformer opportunities while based out of our facility in Crystal Springs, MS.

Tasks

This person will translate design requirements from customer specifications and coordinate completion of pricing & quotations for each opportunity. This person will also manage the sales funnel within their region, and identify key actions required to drive orders.

Typical duties/responsibilities for marketing may include, but are not limited to, the following:

TENDER DESIGN & SUPPORT:

- Review customer Request for Quote (RFQ) specifications, and identify any issues that require follow-up with sales staff.
- For Must-Win opportunities, ensure that proposal is in line with Must-Win strategy & goals.
- Set schedule & milestones for proposals; if schedule is outside Customer's requirement, then follow-up with Sales to request extension.
- Provide weights & final location to logistics.

PRICING & QUOTATION:

- Develop final pricing / packaging of all cost & data to complete bid.
- Manage Risk Review, credit checks, bond requirements, insurance certificates, quality questionnaires, etc.
- Create final proposal(s) for customers using standard templates, and ensure ABB's value is clearly communicated in customer terms.
- Quotation letter, and manage receipt of all appropriate approvals per Terms of Authority (TOA).
- Order Negotiation & Closing.
- Respond to commercial issues & customer clarifications via the Business Development Manager.

- Contract Review/Order Handoff.
- Call the Meeting develops all contract documents and check lists for order hand off.

OPPORTUNITY PURSUITS & TENDER SUPPORT:

- Identify Must-Win opportunities, and coordinate with Sales Management & Marketing Director.
- Communicate Customer project requirements to Proposal Management.
- Identify commercial risks based on design and proposal.
- Track / report opportunity status and support as necessary to close.
- Manage Sales Funnel within their responsible area.

Additional duties may be assigned, as needed.

Requirements

BASIC QUALIFICATIONS:

- Bachelor’s degree and 5 years of professional experience in Marketing, Sales, and/or Project Management; OR
- Master’s degree and 3 years of professional experience in Marketing, Sales, and/or Project Management.

PREFERRED QUALIFICATIONS:

- Bachelor’s degree in Engineering or a related technical field is preferred.
- Experience working in Application Engineering, Marketing Engineering, and/or Sales Engineering.
- Experience working with industrial and/or utility clients.
- Experience working with the development of bids and/or proposals for technical solutions.
- Ability to manage and understand transformer specification requirements.
- Ability to manage relationships with engineering teams, Front End Sales, and customer contacts.
- Experience with giving technical presentations on products.
- Time management skills and balancing of multiple priorities.
- Ability to work within a matrix organization and team leadership.
- Excellent verbal and written communication skills in English.

Additional information

Equal Employment Opportunity and Affirmative Action at ABB

ABB is an Equal Employment Opportunity (EEO) and Affirmative Action Employer encouraging diversity in the workplace.

All qualified applicants will receive consideration for employment without regard to their race, creed, color, ancestry, religion, sex, national origin, citizen status, age, sexual orientation, gender identity, disability, marital status, family medical leave status, or protected veterans status. For more information regarding your (EEO) rights as an applicant, please visit the following websites:
http://www1.eeoc.gov/employers/upload/eeoc_self_print_poster.pdf
http://www1.eeoc.gov/employers/poster.cfm.
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As an Equal Employment Opportunity and Affirmative Action Employer, applicants may request to review the Affirmative Action Plan of a particular ABB facility between the hours of 9:00 A.M. - 5:00 P.M. EST Monday through Friday by contacting an ABB HR Representative at 1-888-694-7762.

Protected veterans and qualified individuals with a disability may request a reasonable accommodation if you are unable or limited in your ability to use or access ABB's career site as a result of your disability. You may request reasonable accommodations by calling an ABB HR Representative at 1-888-694-7762 or by sending an email to US-AskHR@abb.com. Resumes and applications will not be accepted in this manner.

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