



## Bid Manager

SolarDuck is a Dutch-Norwegian company that is pioneering the technology to bring solar PV to the seas, and we are looking for talented individuals to join our team.

As a spin-off of Damen Shipyards, a leading Dutch shipbuilder, SolarDuck was founded in 2019 by a team of experienced entrepreneurs from the maritime industry. We are headquartered in the Netherlands (Rotterdam) and have a growing international presence with offices in Norway and Japan.

Our vision is to Electrify the World with Offshore Floating Solar, and we have developed a unique technology to bring solar PV offshore. Thereby we enable access to affordable, reliable, sustainable, and independent energy for energy consumers around the world.

To strengthen our team, we might be looking for you! If you are curious to find new solutions, like to develop speed in what you do, are a trustworthy person driven to make impact we would like to get in touch. With your leadership and expertise, you'll help us accelerate the growth of offshore floating solar energy by deploying over 1 GW every year from 2030.

### The Role

As we continue to grow, we are seeking a talented and experienced Bid Manager to join our team. The ideal candidate will have experience in the offshore wind energy industry, preferably in a proposal/tendering role, with a strong technical background. As the Bid Manager you will be responsible for setting up the bid/tender team and the associated processes and procedures. In addition, you will create high-quality technical and commercial proposals for our clients through effective collaboration with relevant departments within SolarDuck. and. You have excellent communication and interpersonal skills, with the ability to work effectively with both technical and non-technical stakeholders. The Bid Manager will report to the CTO and will be expected to work closely with the Business Development department and engineering departments.

**Responsibilities:**

- Work strategically together with CCO, CTO, Project Director, and Supply Chain to set up a high-quality bid team. This includes the recruitment, training, and development of a team of professionals who share SolarDuck's core values. This team will be responsible for delivering high-quality and winning bids.
- Collaborate with clients to gather all relevant requirements and translate this into a proposal strategy. You will be responsible for the entire proposal process.
- Work closely with the Business Development, finance, engineering, and supply chain teams to develop proposals that are technically sound, commercially viable, and meet all relevant standards and regulations.
- Compile and write high-quality tender and proposal documents that meet the requirements of clients and stakeholders, using effective and compelling language, to maximize the success rate of winning bids and proposals.
- Develop and write clear, concise, and effective processes for the company's proposal team, including standard operating procedures, templates, and guidelines, to ensure the consistency and quality of proposals.
- Maintain a thorough understanding of industry trends, competitor offerings, and customer needs to inform proposal strategies and recommendations.
- you will be responsible for setting up bid teams and guiding them to ensure that they work in a smart and efficient way.
- Train and develop the team to deliver high-quality bids that meet our client's requirements and are submitted within the set deadlines.
- Coordinate project-based and content-based tender processes and proposals, from initial request to final submission. And liaise with subcontractors in coordination with the supply chain department.

**Qualifications:**

- Master's degree, within the (offshore) energy (O&G/wind/solar) industry or similar.
- At least 5+ years' experience preferably within the (offshore) energy (O&G/wind) industry and familiarity with the relevant regulations and standards of the offshore wind energy industry.
- At least 5+ years' experience in the tendering process with good knowledge of EPCI contracts and offshore tenders. Preferably managed a tender process of a >500 MW project.
- Have a solid knowledge of engineering and calculation (methods), being able to use (internal) tools for cost and technical evaluations.
- Proficient in project management tools.



### **Skills:**

- Proven ability to build and develop high-performing teams through effective communication, collaboration, and leadership. Skilled in identifying and nurturing team strengths, addressing weaknesses, and cultivating a positive and productive team culture.
- Excellent customer-focused and representative attitude, to meet the needs of the customers.
- Excellent written and verbal communication skills in the English language, with the ability to communicate effectively with stakeholders at all levels, fluency in other languages is advantageous.
- Strong analytical skills with an eye for detail. Solution-driven and hands-on mindset. And be able to work in a structured manner in a scale-up environment.
- Ability to work independently and as part of a team.

### **Benefits**

Looking for a career with a greater purpose? Join SolarDuck, a fast-growing, mission-driven team that is dedicated to bringing offshore floating solar to the world. We are looking for passionate individuals to join our remarkable team of professionals who share knowledge and work collaboratively to create an inclusive and supportive work environment where your ideas are valued.

Join our company as a Bid Manager, where you'll be responsible for setting up your own top-notch bid/tender team from scratch, fully aligned with our mission and values.

As part of our company, you will be at the forefront of an exciting and new market, with endless opportunities to innovate, learn, and grow. You will be encouraged to bring your creativity and expertise to the table, developing new solutions and strategies to make the desired impact.

At SolarDuck, we are committed to investing in your personal and professional growth through on-the-job learning opportunities and structured training and development programs. Additionally, we offer an attractive compensation package, including a share certificate program and a competitive salary. We believe in the power of diversity and are committed to building a team that reflects the communities we serve.

Do you recognize yourself in this profile, do not hesitate and apply today to join our team and help us achieve our mission using offshore floating solar energy!