

CAREER OPPORTUNITY

JOB TITLE:

Technical Bid Analyst

REPORTING TO:

Andy Watson/ Steve Bailey



Background

Agilitas IT Solutions Ltd is the leading global innovator of customer driven IT channel services. Passionate about delivering first class IT services on behalf of our channel partners, we have been helping the major OEMs, IT resellers and managed service providers extend their service capability and improve service delivery levels to their customers for over 25 years.

We manage IT infrastructure across server, storage, networking and end user compute technologies and deliver complementing maintenance and professional services to channel partners across 60 countries and to over 15,000 locations throughout the UK, Europe and the rest of the world.

Job Purpose

The Technical Bid Analyst works in partnership with internal and external stakeholders delivering a high quality service leading customer quotations.

Main Duties & Responsibilities

Bid support (80%)

- Delivering a competitive pricing framework for all customers – price books
- Turning BIDS around within the company's KPI's
- Responding to customer RFI/P's
- Supporting Sales
- Delivering market and product knowledge for new bids
- Assist with no win "post mortem" to identify improvement opportunities
- Negotiating favourable terms and agreements at all levels with customers, vendors, partners and service providers.

Administration & Reporting (10%)

- Report against KPI's
- Creating business analysis and reporting as required
- Work with IT to continually develop Process and Tools for greater efficiencies
- Benchmarking Agilitas pricing

Service Design (10%)

- Working alongside our Sales force as a "trusted advisor"
- Reviewing new products and support options to take to market
- Involvement in technical solutioning

This list is not exhaustive and you may be required to undertake any other duties at reasonably required.

ESSENTIAL QUALIFICATIONS, SKILLS AND EXPERIENCE:

- Field, Site or Workshop technical experience
- Good technical/product knowledge of Datacentre products
- Commercial acumen, awareness of financial, budgetary and SLA constraints
- Excellent organisational and problem solving skills
- Evidence of exceeding personal performance targets
- Customer oriented
- Good MS Excel skills

DESIRABLE QUALIFICATIONS, SKILLS AND EXPERIENCE

- Experience and understanding of I.T. industry
- Familiar with Microsoft Dynamics Great Plains Financial Systems or similar

