

SENIOR PRE-SALES PROPOSAL ANALYST

Beyond Technologies is a professional services firm, specializing in the integration of SAP solutions and the optimization of business processes. We are currently looking for a Senior Pre-Sales Proposal Analyst to join our rapidly growing dynamic team. As the Senior SAP proposal specialist, you will help Beyond Technologies respond with high quality to request for proposals (RFPs) which will result in us achieving our sales objectives.

You will be responsible for analyzing and responding to RFPs by demonstrating our ability to deliver SAP solutions to new and/or existing customers. You will also be responsible for performing quality reviews of client proposals for accuracy and completeness.

Your tasks:

- Translate and document clients' business requirements and/or processes by assessing their business model and its support with technology by linking it to our SAP/Beyond solution proposal
- Manage all aspects of proposal development and production, including establishing priorities and target dates, gathering information/input from technical staff, strategic writing, and delivering a final product on time
- Lead/manage the planning; researching; developing; writing; and editing complex content for proposals in response to customer RFI/RFP solicitations
- Work with account managers, subject matter experts, pre-sales, and other bid team members to translate complex business and technical concepts into clear, concise and persuasive proposal copy targeted to decision makers/reviewers
- Ensure that offers and SOWs meet Beyond's pricing, regulations and policies and are submitted in accordance with client requests
- Prepare SOW drafts and coordinate contract changes during client negotiations until contract signature
- Prepare offers, ensure that all RFP requirements are responded to, ensure timely submission
- Ensure that any problems during the bid process are identified and facilitate resolution
- Manage updates and revisions to RFP responses and constantly increase the value of the bid & proposal
- Liaise with clients to satisfy client requests with appropriate care (RFI, RFP, RFQ, etc.)
- Liaise with the internal team to respond to client requests: legal, finance, sales, pre-sales, etc;

You have:

- Minimum 8 years of experience in tender creation (preferably in professional services)
- Bachelor's degree in Management Information Systems, in business administration, or relevant field
- Strong technical skills, business acumen, and ability to fully understand the needs of the customer
- The ability to express complex business and technical information in a clear and precise manner
- Exceptional written and verbal communication skills in English and French
- The ability to work to tight deadlines, deliver on time, and ensure high quality

At Beyond, we want our employees to be happy and healthy both on and off the job. Everything we do and offer to our employees is based on our philosophy that investing in our people is good for all of us!

Beyond is dedicated and committed to promoting a diversified and inclusive work environment for everyone. Beyond Technologies is an equal opportunity employer and we believe in fostering an environment where everyone regardless of gender, race, ethnicity, sexual orientation, disability, age, or all other identities feels respected, protected and celebrated.