



Technical Sales / Proposal Senior Manager 80-100% (f/m/d)

Job Description Summary

Today, Lonza is a global leader in life sciences operating across three continents. While we work in science, there's no magic formula to how we do it. Our greatest scientific solution is talented people working together, devising ideas that help businesses to help people. In exchange, we let our people own their careers. Their ideas, big and small, genuinely improve the world. And that's the kind of work we want to be part of.

The Technical Sales / Proposal Senior Manager (f/m/d) directs the activities and works cross-functionally within the organization to manage generation of quotes, estimates and change orders.

- Overall accountability for creation of "fit for purpose" proposals that: understand and meet customers' needs, are supported by and aligned with operations to improve Lonza's chance of winning projects and to support Sales in securing new business.
- Responsible for the evaluation and translation of customer needs from RFI/RFP into project scope, timelines, costs (including CAPEX), quotations and pricing by coordinating and working with multiple technical, operational and commercial groups
- Defines scope based on information from subject matter authorities and evaluation team, agree tailored offering and determine cost for proposed scope.
- Creates detailed proposals that are customized to meet the unique requirements of the organization and submits them to the commercial development team for review.
- Presents scope, operational model and costing to commercial development for sign off and price setting.
- Connects with other sites and technologies as appropriate to ensure the whole Customer Product Lifecycle joins up into one plan.
- Schedules internal meetings to align team and assure collection of critical information needed for delivery of a competitive proposal.
- Aims to meet timelines for delivery of proposals

Key requirements:

- Bachelor's degree in Business/Science/Engineering or equivalent experience.
- Working knowledge of relevant, dynamic experience in various areas of proposal and/or commercial management is preferred.
- Understanding of Biologics/ Pharmaceutical industries is considered highly desirable.
- Solid presentation skills and the ability to communicate, influence and gain commitment of the technical, program and business development team members
- Project management, and prioritization skills is desirable.
- Shown capability to handle multiple request, meeting tight deadlines.
- Attention to detail and financial attitude required.
- Experience working in a team-oriented, collaborative environment
- Ability to listen and understand customer needs

Every day, Lonza's products and services have a positive impact on millions of people. For us, this is not only a great privilege, but also a great responsibility. How we achieve our business results is just as important as the achievements themselves. At Lonza, we respect and protect our people and our environment. Any success we achieve is no success at all if not achieved ethically.

People come to Lonza for the challenge and creativity of solving complex problems and developing new ideas in life sciences. In return, we offer the satisfaction that comes with improving lives all around the world. The satisfaction that comes with making a meaningful difference.