

SubWAVE Tender Officer Bid & Proposal Manager

Permanent contract based in PARIS

Syntony GNSS is a human-sized company with an international dimension, based in Toulouse and labeled **FrenchTech**, specializing in **satellite navigation systems** (GNSS – Global Navigation Satellite System). **Since our recent integration into the Safran group, we have entered a new phase of growth that combines the agility and innovative spirit of an SME with the solidity and global reach of a major industrial leader.** Together, we are helping to shape the future of resilient NWP technologies.

Our ambition: to provide our customers with relevant, innovative, reliable and robust solutions.

World leaders in radio navigation and embedded systems, we are present in fast-growing markets, such as aeronautics, space, road and rail transport, mining and IoT (Internet of Things). We have developed a range of products (simulators, receivers, indoor/outdoor location systems) that meet the growing needs of these industries.

Keysight, Airbus, Airbus Constellation, Hitachi Rail, Thales Alenia Space, Honeywell, Rockwell, MDA, or the Stockholm, New York and Toronto metros... So many partners who trust us and push us to always go further.

With passion, we constantly evolve our solutions to anticipate their needs and perfect our know-how.

At Syntony, we offer a pleasant and stimulating work environment, where the quality of life at work and the availability of our employees promote fulfillment and collaboration. Intellectual stimulation is omnipresent through innovative and varied projects.

We work on a variety of subjects, ranging from aeronautics to space, transport, mining and the environment.

Thus, Syntony vibrates around three fundamental values:

Benevolence:

Together, we cultivate listening, respect and empathy in our interactions, while also valuing the multiculturalism that enriches our exchanges.

We contribute to a positive environment where everyone feels valued and supported. We enrich each other by building strong relationships, both internally and externally.

Excellence:

Together, we strive for excellence in everything we do. Through our commitment, our high standards and our sense of responsibility, we guarantee quality, efficiency and performance. It is through our collective rigour that we meet challenges and provide sustainable solutions.

Adaptability:

Together, we are flexible in the face of the changes around us.

By combining creativity, collaboration and resilience, we find innovative solutions and move forward efficiently. Our agility allows us to evolve in line with our environment.

Join us and grow in a caring environment where your ideas take flight and your contributions strengthen the company's synergy.

The context

As part of our international expansion, and now with the support of the Safran Group, we are strengthening our sales team to accelerate SubWAVE's global penetration.

SubWAVE is Syntony's solution for confined environments (including tunnels) to ensure continuity and reliability of GNSS positioning. It is mainly targeting the rail and road markets, with opportunities also in the mining sector.

What you'll accomplish with Syntony GNSS

Reporting to the Director of the SubWAVE range, you will join the sales team as a **Calls for Tenders and Commercial Proposals Officer**.

As a true conductor of responses to international calls for tenders and commercial proposals, you will contribute to the entire process, from the analysis of customer needs to the submission of the final offer. You coordinate the various internal contacts to ensure relevant, competitive proposals that meet customer requirements and play a key role in SubWave's business development.

🎯 Your main missions:

- 1. Analyze proposal requirements and customer needs**
 - Understand the client's needs (proposals, specifications, etc.)
 - Identify technical, financial and administrative requirements
- 2. Prepare and coordinate the response to business proposals**
 - Coordinate the different teams involved in the development of the proposal (under the direction of the Commercial Managers, with the deployment team, the legal team, etc.)
 - Structure the format and timeline of the response (technical proposal, financial offer, timeline, etc.)
- 3. Write and consolidate offers**

- Draft and consolidate key proposal documents:
 - ✓ Technical proposal
 - ✓ Financial proposal
 - ✓ Proposition administrative
- Enhance the value proposition of Syntony GNSS by highlighting differentiators, customer benefits and competitive advantages.
- Guarantee the consistency, editorial quality and conformity of the documents submitted.

4. Ensure the submission and follow-up of the proposal

- Check the compliance of proposals before sending
- Perform internal validation
- Prepare presentation materials for clients
- Participate in the follow-up of exchanges with customers, especially during the question and answer phases.
- Manage the different versions and ensure that they are updated throughout the business process.

5. Support the closure and launch of the project

- Prepare the necessary elements for the transfer to the project teams in order to guarantee a smooth start of contracts (declarations of work, etc.)

The key skills we are looking for

- Strong ability to understand complex technical systems
- Good ability to convince and negotiate
- Ability to structure complex offers
- Autonomy and entrepreneurial spirit
- Intercultural Mastery
- Fluent English is essential (written and oral).
- Proficiency in another European language is a real asset.

About You

Graduated from an engineering school supplemented by a training in business development, you have at least 2 years of successful experience in complex technical environments (technological solutions, embedded systems, infrastructures).

Your interpersonal skills, perseverance, and ability to convince allow you to build successful business proposals while being resolutely focused on customer satisfaction and results. Your collaborative spirit allows you to work closely with the technical teams and entities of the group to ensure the consistency and success of projects.

✦ What we offer you

- A strategic role in SubWAVE's global development
- A gradual ramp-up to a business development role for SubWAVE in the future
- Strong customer and international visibility
- Direct collaboration with sales and product teams
- A stimulating environment within the Safran Group

Ready to get on board with us? 🚀 ✦ Send us your CV and a short letter or a few lines about your motivation under the reference ENG-668-FR to jobs@syntony.fr or apply directly from the [career page of our website](#).