



European Search Company
Human Capital Consulting

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accenture
High performance. Delivered.

Bid Manager – Accenture - Oslo, Norway

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.

We will give you the opportunity to grow personally and professionally in a dynamic environment. Our projects are built on cooperation and teamwork and you will find yourself working together with other talented and dedicated professionals, all working towards a shared goal.

Financial Services

Financial Services is one of five industry groups at Accenture, working with the leading banks and insurance companies, helping them succeed in a dynamic and increasingly global market environment that includes cost and profitability pressures, industry consolidation, regulatory changes and the need to continually digitalize and adapt to new technologies.

Accenture offers services designed to help clients increase cost efficiency, grow their customer bases, manage risk and transform their operations.

As our new Bid Manager you will:

- Be responsible for driving big deal sales (e.g. outsourcing, IT system implementation and large-scale consulting opportunities) in close cooperation with the Norwegian sales director, the Norwegian Accenture Financial Services management team and the Nordic Market Maker team.
- Own the deal project plan and management of associated plan execution ensuring a successful and timely proposal/bid process.
- Coordinate the deal team, including Solution, Finance, Legal etc, and make sure everyone knows what is expected from them in terms of deliverables, contributions and timelines.
- Manage Accenture internal processes including required review and approval processes to facilitate timely and high quality proposal submissions
- Actively participate in shaping win strategies and proposal storylines; facilitate work sessions and write executive summaries and proposal responses.
- Be responsible for ensuring the proposals meet the client requirements, have effective sales messages and holds a high degree of quality

Investing in you & Balancing your priorities

At Accenture, we believe that quality comes from within and we invest considerable resources in the development of your professional competencies. You will receive on-going training that builds and extends your skills on a continuous basis, allowing you to develop tailored expertise quickly. You will have direct access to state-of-the-art technologies, tools and developer kits from all the major hardware and software houses, keeping you on cutting-edge of your area of expertise.

When you join Accenture, you can make great ideas happen for some of the world's most dynamic companies. With broad global resources and deep technical expertise, we collaborate with clients to cultivate ideas and deliver results. Choose a career at Accenture and enjoy an innovative environment where challenging and interesting work is part of daily life.

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Qualifications:

- 4-7 years of relevant experience
- Workshop facilitation skills
- Project management skills
- Structured and disciplined with a client centric mindset
- Passion for detailed quality
- MS Office skills
- Experience from financial services industry and/or consultancy firm
- Ability to be flexible in terms of working hours during peak periods

Excellent skills in a Scandinavian language and English, both written and oral

Our commitment to you

- Your entrepreneurial spirit and vision will be rewarded, and your success will fuel opportunities for career advancement.
- You'll make a difference for some pretty impressive clients. Accenture serves the leading players in the industry in Norway, Nordic and Globally.
- Access a world class industry experts, research, communities and assets
- Access to leading-edge technology and digital innovation and delivery centres
- Along with a competitive salary, Accenture offers a comprehensive package that includes excellent benefits

We offer you an excellent opportunity to grow your skills within an international world leading company performing to the highest professional standards. Your development is supported by advanced learning- and performance models to provide you with cutting-edge knowledge in your specialist field. We will build your future career and as a key milestone, we will assign you a personal career counselor, guiding you through your professional development at Accenture.

Contact and application

If you have any questions please call Brian Ranvits at European Search Company; +45 2048 0548. If you are interested in the position, please send your CV and motivational letter to: bra@europeansearch.dk att: "Bid Manager"