



Pre-Sales Project Manager (M/W)

STERIA is looking for an experienced Pre-Sales Project Manager who will be part of the "Systems Integration" team in Brussels.

Your mission

You follow up the client opportunities in the public sector, in line with the Steria processes: assessment of the opportunity, initialization of the tendering process, definition and validation of the Steria offer, contractual agreement.

For specific tenders, you take the full ownership of the production of a winning bid: you coordinate the team effort, deciding on the structure of the answer and coordinating the development of all the required elements to build a complete offer. When it can bring an added value, you identify potential partners and you settle the necessary contractual agreements with them.

You manage each tender in full respect of the project management best practices: planning the work and budget, monitoring progress, controlling quality and respect of constraints, managing risks, escalating issues. You take responsibility of the tender in all its aspects, including the financial model.

You present and defend the Steria offer both in front of the Steria management and in front of the customer.

Your profile

You have a university degree, with minimum 5 years experience in IT, and 2 years in Project Management.

You have a practical knowledge of the tendering process in the public sector, a good understanding of "Systems Integration" projects and you know the main actors of the IT Services sector.

You are curious about new technologies; you are consistently up-to-date on IT evolutions, usage and capabilities.

You are a very good communicator; you can write complex documents and deliver persuasive presentations.

You are flexible, pro-active, structured and quality oriented.

Your mother tongue is either French or Dutch; you have an active knowledge of English. A good knowledge of the second national language is an asset.

Contact us

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