

Place of work

Ta' Xbiex, Malta

Start date in work

By agreement

The date the offer was added

14 Jul 2025

Type of employment

Seasonal work

Salary (gross)

€40,000 per month

ročná mzda

Number of job vacancies

1

Information about job offer

Job description

Job description

- We are in search of an accomplished Bid Manager with a track record of securing new business through exceptional technical bid writing for software solutions. If you are driven by results and committed to propelling business growth through winning public and private tenders, we welcome your application.
- Identify new business opportunities through monitoring public and private sector tender portals.
- Develop compelling bid content, including executive summaries, value propositions, pricing models, and technical responses for digital transformation and software solutions.
- Lead end-to-end bid process, from opportunity identification to proposal submission.
- Collaborate with cross-functional teams to understand the technical vision and transform complex information into comprehensive proposals that clearly articulate the business value
- Manage resources and timelines to ensure timely and high-quality proposal submissions.
- Collaborate with Chief Sales Officer to develop competitive pricing strategies aligning with bid requirements and profitability targets.
- Ensure compliance with client requirements, regulations, and industry standards.
- Coordinate bid review meetings, facilitating stakeholder input and addressing concerns.
- Conduct post-bid analysis and debrief sessions to implement lessons learned.
- Continuously refine bid processes, templates, and best practices for enhanced efficiency.

Selection procedure information

We're a local leader in Digital Transformation solutions, including digital consultancy, custom

software and web prototype development, and cloud solutions. We help organisations vastly improve their operations by leveraging the skills and experience of brilliant people like you. Our client base includes well-known local and foreign companies, local government, and EU institutions. We look out for our team by providing you with a safe, healthy, nurturing environment in which you can grow and deliver true value. We offer competitive salaries, performance-related bonuses, various benefits, and we also organise some kick-ass social events.

ICON is also an equal opportunity employer and we offer great family-friendly measures to ensure a healthy work-life balance. All our processes are governed by ISO9001:2015 and ISO27001.

Ak máte záujem o túto pracovnú pozíciu, kliknite na ikonu „**POŠLI ŽIVOTOPIS**“, vyplňte požadované informácie a pripojte životopis v anglickom jazyku. Po splnení kritérií bude váš životopis postúpený zamestnávateľovi.

EURES poradca: Mgr. Ferdinand Bolibruch

Email: ferdinand.bolibruch@upsvr.gov.sk

Telefón: 043/2445303

Benefits offered

Training provided

We are seeking an experienced Bid Manager with a strong understanding of the full bid lifecycle—from opportunity identification through to internal stakeholder engagement and the preparation of complete bid proposals, including administrative, technical, and commercial components.

Upon joining, the new recruit will receive a structured induction programme. This will include:

- Company and Services Overview: A comprehensive introduction to our software development services and solutions.
- Bid Process Familiarisation: A walkthrough of our existing bid management process, tools, and templates.
- Review of Past Bids: Exposure to previously submitted bids to understand our positioning, tone, and strategy.
- Internal Systems and Stakeholders: Orientation on key contacts, collaboration tools, and workflows.

While initial training and support will be provided, we expect the Bid Manager to operate independently, take full ownership of the revenue target, and proactively contribute to the growth of the business by refining our bid approach and bringing fresh ideas to increase our success rate in winning software-related opportunities.

Vacancy additional information

Any assistance with accommodation/relocation

This is a fully remote position and does not require relocation to Malta. Accordingly, no relocation assistance or accommodation-related remuneration is included in the employment package.

We are open to candidates based in Malta and maintain a local office. However, the role remains remote-first. Candidates based locally may be invited to attend in-person meetings as needed.

For those based abroad, occasional travel to Malta will be required for key company meetings, typically at the start of the year, and in the event of successful local tenders that require handover support. We anticipate approximately one quarterly trip to Malta, for which a capped travel budget will be provided.

Any other benefits

- Dynamic environment fostering growth and development.
- Competitive salary and benefits package.
- Opportunity to shape the future of our business through innovative bid strategies.

Salary

€40k- €45k p.a.

How will the interviews be held

Initial interviews are generally conducted online. If the candidate is based in Malta, an in-person meeting will be preferred for the second stage. For candidates based abroad, all interview stages will be conducted online.

Skupina AquaBioTech ponúka všetkým zamestnancom firemné ubytovanie, ktoré je lacnejšie v porovnaní s osobným prenájomom a ktoré bude novým zamestnancom k dispozícii ihneď po ich príchode. Všetky prípravy súvisiace s ubytovaním zabezpečuje spoločnosť.

Employee requirements

Required education

- Tertiary Education (Undergraduate)
- Tertiary Education (Graduate)

Languages

- English - High: C1 and C2

Additional requirements

Requirements

- Bachelor's degree in Computer Science, Business Administration, or related field.
- 2+ years of experience in bid writing, software sales, or similar role (preferably in Malta).
- Excellent written and verbal communication skills, conveying technical information clearly and persuasively.
- Experience managing bids for complex software projects and winning through effective bid management.
- Strong understanding of bid lifecycle, proposal writing, development, and contract negotiation.
- Attention to detail and accuracy in bid preparation and review.
- Ability to create visually appealing bid presentations.
- Strong project management skills, handling multiple bids concurrently.
- Familiarity with government procurement processes and industry-specific bid requirements (if applicable).
- Ability to collaborate with cross-functional teams and influence stakeholders at various levels.

EU Bidding Experience

While we welcome applications from candidates based both within and outside the EU, it is essential that applicants have proven experience in bidding for, and successfully winning, public or private tenders within the European Union. Familiarity with EU procurement processes and requirements is critical to the success of this role.

Employer information

Business Name



EURES

Company Registration Number

52798780

Address

Špitálska 2206/8, 81108, Bratislava - mestská časť Staré Mesto, Slovensko

Internet address

<http://www.eures.sk>

Characteristics of the company

EURES (European Employment Services) je európska sieť služieb zamestnanosti koordinovaná ELA (Európsky orgán práce), ktorej cieľom je uľahčiť voľný pohyb pracovných síl v rámci krajín EÚ/EHP a Švajčiarska, ako aj podporovať spravodlivú pracovnú mobilitu. EURES poskytuje bezplatné služby uchádzačom, ktorí si hľadajú pracovné uplatnenie v Európe a európskym zamestnávateľom, hľadajúcim pracovnú silu v rámci týchto krajín.

EURES poradcovia poskytujú záujemcom o prácu v zahraničí informačné, poradenské a sprostredkovateľské služby. Európskym zamestnávateľom so záujmom o pracovníkov z krajín EÚ/EHP a zo Švajčiarska ponúka sieť EURES profesionálne poradenstvo a pomoc pri náboře.

Source: worki.sk, **Offer ID:** 2059110, **Classification of jobs (SK ISCO-08):** [5153003 Handyman](#),
Profession: [Building Caretaker](#), **Working area:** [Technical and Manual Cross-Sectional Jobs](#)