



Finance Manager (Bid Review)

Our client is a leading IT and Communications solutions provider in the region. In view of their growth plans, they are looking for a commercially acute Finance professional to join them.

Responsibilities

- Oversee the bid review finance function of the organization
- Work with cross-functional teams from sales, project delivery, infrastructure, etc. on bid review for both Singapore and overseas project tenders
- Review the customer tender specification documents
- Review costing, quotations and pricing of tenders
- Work closely with the Proposal team to drive revenue growth and achievement of EBIT margin goals, assessment and mitigation of the financial risk management for project tenders, ensuring that it falls within the pricing guidelines
- Assist the Proposal team to generate cash flow models, advise on foreign currency exposure and project P&L
- Improve and implement standardized costing templates and business models
- Evaluate new Leasing partners, leasing models and ensure competitive quotes are obtained
- Responsible for project manpower rate calculation and Pricing guidelines
- Responsible for Utility Pricing Models for standard services
- Advise the Proposal team on local and overseas financial & tax regulations

Prerequisites

- Degree in Finance, Business, Information Technology or a related discipline
- Min. 3 to 5 years of relevant working experience in Bid Review or FP&A
- Possess strong business/commercial acumen and analytical skills in financial risk management
- Experienced in handling costing and pricing of IT project tenders as part of the Finance team or Proposal/Presales/Sales team
- Meticulous, resourceful and possess good communication skills
- **Experience in IT industry is mandatory in order to appreciate the work terms used**
- **Experience in bidding for Singapore Government project tenders and /or overseas project tenders will be an added advantage**

All applications will be treated with the highest level of confidentiality.