

# Head of Tender Management Europe

**Deadline:**  
02-11-2026

The Head of Tender Management Europe reports to the Global Head of Tender Management with a dotted line to the Regional CCO. The Head of Tender Management Europe leads and manages the most complex new and existing tender projects for global strategic accounts owned by headquarters and regional sales and contributes to the continuous improvement of SGL's tender management model. The objective to generate revenue by winning new customers and protect existing business is crucial. The Head of Tender Management Europe leads cross-functional teams during the entire project life cycle, from initial evaluation of an opportunity to final deliverables. Above all, the Head of Tender Management Europe provides timely and insightful business analysis to decision-makers for each opportunity.

**Contact person:**

**Location:**  
Jernholmen 49, 2650, Hvidovre

## YOUR ESSENTIAL DUTIES AND RESPONSIBILITIES

- Lead strategic, complex tender opportunities during the entire project life cycle, from initial evaluation of an opportunity to final delivery.
- Qualify and analyze incoming bid material against corporate Tender Management criteria. Integrate and synthesize information from many sources (bid documents, conversations, emails, reports, etc.).
- Lead Tender opportunities as the project manager. Collaborate with others to accurately and comprehensively define project scope and deliverables to satisfy customer requirements.
- Clearly communicate project strategy, requirements, action items, etc. Mostly via email, MS teams, and telephone.
- Customize and integrate complex pricing spreadsheets to collect, process, and validate massive quantities of pricing and related data.
- Play an active and decisive role in winning new customers and protecting existing customers.
- Provide timely and insightful business analysis to decision-makers for each opportunity.
- Lead tender opportunities as the project manager, collaborate with senior colleagues to accurately and comprehensively define project scope and deliverables to satisfy customer requirements.
- Function as the primary point of contact between SGL internal sales teams, regional product teams, and customers.
- Simultaneously manage and monitor several tender projects according to set timelines and agreed processes.
- Develop internal pricing rate sheets and compile industry charges from different sources.
- Review and analyze feedback from the SGL network to ensure accuracy, competitiveness, avoiding errors and delays.
- Perform a variety of financial and statistical analysis to evaluate profitability, risk exposure, "what if" scenarios such as consolidation, etc. for each opportunity.
- Perform, analyze and evaluate customer data as part of Tender projects to identify value for customers and suggest improvements.
- Develop competitive quotation and proposal responses for SGL's key customer targets.
- Member of the regional commercial management team.
- Proactively support Tender Management improvements regarding process, collaboration, and tools.
- Act as knowledge and counseling center for local pricing and tender management units.

## YOUR PROFILE / QUALIFICATIONS

- At least 5 years of experience in freight forwarding industry.
- At least 5 years of experience in managing global Air and Ocean freight tenders.

- Experience from having worked on the customer side is a plus.
- Experience in business analytics, finance and pricing.
- Bachelor's degree in business administration or Logistics (or equivalent) is a plus.
- Preference for knowledge or experience in logistics and transportation industry (sales or operations)
- Profound functional know-how in global transportation. Especially in air and ocean freight.
- Experience from rail and road freight is a plus.
- Preference for knowledge or experience with Project or Program Management.
- Deep understanding of operational forwarding processes.
- Proficient with MS-Office products, especially MS Excel, where advanced skills and experience are required.
- Preference for experience using web-based sourcing and procurement tools, for example, Jaggaer, GT Nexus, Ariba, Transporeon, Keelvar, Coupa, etc.
- Experience with Databases, data query, API, and/or ERP systems is a plus.
- Ability to leverage data-driven insights, automation and AI to improve workflows and processes is a plus.
- The location of the role is flexible but intended to be within Europe
- Fluency in English (written and verbal communication). Other language(s) is a plus.
- Excellent communication skills and international mindset.
- Profound skill in reading, interpreting and analyzing RFI and RFQ documents.
- Result oriented and customer focused personality with extremely good analytical skills.
- Proficient project management skills and business acumen.
- Ability to establish workload priorities and balance diverse tasks.
- Personality with strong leadership and organizing skills.
- Personality with a collaborative approach to creatively solving problems in a team.
- Must have strong interpersonal skills and ability to influence leadership, project stakeholders, by driving alignment under tight deadlines

This position is open to all candidates across Europe.

Contact person: Mike Lopez, [MLope@scangl.com](mailto:MLope@scangl.com)