

# Senior Tendering and Contracts Engineer (2-year fixed-term-contract) – London

## Introduction

Sumitomo Corporation Europe Ltd is a subsidiary of Sumitomo Corporation, a world leader in integrated trading and investment. We have access to a global network of more than 75,000 people across 66 countries. We take great pride in our technical know-how and operational ability, which is combined with a drive to keep customer service at the heart of what we do. To achieve this, we recruit high calibre individuals, we invest in their training, and give them accountability and responsibility as soon as they are ready. Find out more: [www.sumitomocorp.com/en/jp/about](http://www.sumitomocorp.com/en/jp/about).

## Role

This role will Manage the tendering and contract execution process for Energy Related steels. This includes Linepipe for CO2 and Hydrogen Transportation as well as traditional hydrocarbon business, low carbon intensity plate and monopiles for wind foundations. Follow said tenders through to contract execution and delivery on those successful contracts. This includes contract execution, document control and contract reporting.

**This role will report into the Department General Manager, Energy Transition Department.**

## Scope

- Receive and manage the tendering process for energy steels business activity
- Develop winning strategies to win project tenders, including price, cost and supply chain selection
- Conduct full contract review and manage tender negotiation process
- Secure project orders or follow up losses and report back reasoning
- Deliver the successful contracts, including project documentation, logistics management and supply chain contract management
- Close out and ensure that contracts are concluded within budget, on time and within the contract requirements
- Manage team members to ensure the application and completion of milestone payment schedules are carried out in accordance with company accounting practices and procedures
- Lead global supply chain team across multiple regions and suppliers
- Deliver on company and business unit objectives with clear focus on quality, HSE and sustainability
- Conduct tender tactics meetings, contract kick off and pre-production meetings
- Attend customer meetings as necessary
- Some global travel required for internal and external meetings
- Development of Energy Transition Department strategy
- Develop third-party supply chain options
- Handle pre-qualification processes as necessary
- Carry out company functions necessary to perform duties and aid business development

## Qualifications/Skills/Personal Qualities

- MBA / MSC or equivalent experience in Energy tendering and contract execution (essential) or extensive in this market
- Project or contract management qualification (preferred)
- Able to communicate with, and motivate individuals from different countries, background and cultures
- Self-driven, methodical and inquisitive
- Results-oriented with a positive outlook and a clear focus on high quality
- Understands the principles of cost-effectiveness
- Must be proficient in the use of MS Office, particularly Excel and Word and MS Teams ideally to an intermediate level
- Good working knowledge of Sales Force or other similar CRM and CPQ software
- Ability to work alone or as part of a team
- Able to travel around the globe
- Comfortable in dealing with senior management both internally and external
- Flexible, adaptable and creative
- Entrepreneurialism

## What We Offer

Company benefits include group pension scheme, private health insurance and free leisure centre/gym membership to name but a few.

## To Apply

Please complete the Candidate Application Form (found on the vacancies page [www.sumitomocorp.com/en/europe/sceu/career/current-vacancies](http://www.sumitomocorp.com/en/europe/sceu/career/current-vacancies)) and send the form along with your CV to [recruitment.sceu@sumitomocorp.com](mailto:recruitment.sceu@sumitomocorp.com).