

PARMA, ITALY

# PROJECT MANAGER PROPOSALS

## YOUR OPPORTUNITY

Sidel is looking for Project Manager Proposals that will be responsible to drive day to day operations for all Sidel portfolio from business opportunity identification to contract signature/kick off meeting. He /She will be also responsible to negotiate (together with Sales) the most suitable technical solution for the Customer, which maximizes margin for Sidel.

## YOUR SCOPE

- Understand customer needs and assist in matching with Sidel portfolio;
- Prepare project specifications, costing, installation schedule, contract revision and order confirmation;
- Prepare budget quotation and commercial offer in collaboration with Sales force, in preparation for negotiations;
- Ensure project technical support and quality, cost and delivery level in front of Customer;
- Implement Global approach in local Sites, identifying new Global opportunities and reducing the overall number of Suppliers;
- Main entry point for all technical aspects and communications with Sidel stakeholders;
- Ensure coherence/accuracy of margin between Order Intake and Kick Off;
- Give instructions to the Design office for definition and layout;
- Ensure data collection for project launch and handover with Project Execution;
- Manage project risk and contingency plan as per contract and offer;
- Feed and update project management reporting tools.

## YOUR PROFILE

Level of education and languages:

- Bachelor Degree or equivalent;
- Fluency in English & French language, written and spoken.

Required experience and skills:

- Experience in project management of large scale projects;
- Sales experience in a comparable industry is a plus;
- Drive for Results;
- Problem Solving;
- Action Orientated;
- Managing and measuring Work;
- Excellent communication, presentation and negotiation skills;
- Customer oriented;
- Availability to travel (<50%).

## CONTACT

If you are interested in our proposal, please send your CV/resume with cover letter to:  
[recruitment.italy@sidel.com](mailto:recruitment.italy@sidel.com)

By applying to this vacancy, the applicant acknowledges and agrees to the processing of his/her personal data included in the job application.

## ABOUT SIDEL

The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at [www.sidel.com](http://www.sidel.com) and connect with us

 [blog.sidel.com](http://blog.sidel.com)

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