



Interested in being one of the first employees of a startup heading for a worldwide high tech challenge ? Read this !

Upstream is a Belgian startup located in Jumet, close to the Brussels South Charleroi Airport. We develop and sell a game-changing electronic offender monitoring system (electronic bracelets).

Electronic offender monitoring has been implemented in numerous countries for the last 15-20 years and is on an increasingly growing trend. However, traditional systems are outdated and don't bring an adequate response anymore to the customer needs. That is why we have developed an electronic monitoring system of a new generation based on an offender smart watch, which is totally unique in the world. We are now launching the product on the market and we are getting extremely enthusiastic reactions from customers.

To manage our first international contracts and grow the company further, we are now looking for a

Bid & Project Manager

As the first Bid & Project Manager of the company, you will be in charge of managing international projects and various tendering processes. This is a crucial role for the success of the company, in which you will be exposed to all aspects of the business and will have a major impact on our future.

Your main missions

- Manage all aspects of bid submissions
 - Define and develop the commercial and bid strategy with the sales team
 - Establish winning bid teams for individual major proposals, working with technical staff, clients, partners, suppliers and external stakeholders
 - Finalize the bid answer by consolidating all inputs from the different work streams
 - Support the sales team for customer presentations and negotiations
- Manage all aspects of project management
 - Ensure the smooth transition between the bid and the project phases
 - Follow up the overall projects planning
 - Coordinate the technical teams and sub-contractors to ensure material supply, deadlines, costs and conformity
 - Organize periodic customer facing contacts
 - Report key milestones, challenges and achievements

Your profile and technical background

- Master Degree or equivalent through relevant experience. At least 5 years of experience in Bid & Project Management in complex technical environments.
- Experience with public tenders
- Pragmatic, hands-on, self-starter and result oriented
- Business acumen and emotional intelligence
- Strong negotiation skills
- Able to work in a small structure with short decision loops and able to make fast but sound decisions
- Strong knowledge of English is required. In addition, the candidate should preferably be fluent in French and/or Dutch.



What we offer you

- A competitive salary package including a company car and other extra-legal benefits
- Autonomy, room for creativity and entrepreneur spirit in a startup fashion
- Informal, no non-sense and high-tech company culture
- Opportunity to grow with/within the company as it develops
- International environment with customers and partners worldwide
- The satisfaction to work on a positive social project helping offenders to rehabilitate
- Opportunities to travel internationally

Interested? Send quickly your detailed CV with a motivation letter to recruitment@upstream.co