

Bid Manager

Lead high-value, technically complex proposals for space RF, electronics, antennas and payload subsystems programmes.

Location	Hautcharage, Luxembourg
Contract	Full time, permanent contract
Status	Open position
Compensation	According to profile

To apply, please send your cover letter and CV to jobs@emtronix.lu.

Work Environment

EmTroniX has been at the forefront in electronics and embedded software for NewSpace applications since 2001, specializing in project management, design, testing, and production. With expertise in digital signal processing, telecommunications, electrical and mechanical engineering, we are driving the future of space technology.

Recently, EmTroniX joined forces with Anywaves, a leading European space antenna specialist, creating a stronger, more integrated space RF, electronics, antennas and payload subsystems group. This merger opens up exciting new opportunities to work on larger, more complex programmes, expanded international markets, and end-to-end satellite payload technology solutions.

Our expansion is focused on developing and commercializing a new product portfolio. As part of this journey, we are looking for an experienced Bid Manager to strengthen our business development activities and take ownership of high-value, technically complex proposals, primarily within the space sector.

Role Overview

Reporting to the Sales and Business Development Manager, you will play a key role in the acquisition of programs and projects and occasionally support product sales.

In this role, you will act as the architect of our bids, ensuring that all proposal components - technical, programmatic, financial and contractual - come together as a coherent, compelling and compliant response.

You will lead the end-to-end proposal process, coordinating closely with technical experts, project managers and commercial stakeholders to deliver high-quality submissions on time. The ideal candidate is a dynamic communicator, a creative negotiator and someone who thrives on managing several projects cooperatively.

Key Responsibilities

- Lead and manage the full proposal lifecycle for ITTs and RFPs, with a primary focus on institutional and agency-funded programs such as ESA, LSA, EDA, EDF and Horizon Europe calls.
- Manage bids for consortium-based projects, selected commercial partnership and co-development initiatives, and commercial customer RFPs.
- Take ownership of proposal writing and structure, ensuring clarity, consistency and compliance across all documentation.

- Coordinate and support contributors from engineering, project management, finance, legal and partners, setting clear expectations, timelines and inputs.
- Ensure alignment between technical solutions, work plans, schedules, risks and cost models.
- Maintain high standards of quality and competitiveness while meeting tight deadlines.
- Provide occasional support to commercial sales activities, such as COTS product bids, when required.

Preferred Skills & Experience

- University degree in Engineering, Commerce or a relevant field, or an MBA / Business Management degree.
- Minimum 3 years' experience in proposal or bid management within a highly technical environment, ideally in telecommunications services, space or electronics production.
- Hands-on experience in commercial and public sector deal structuring, with the ability to negotiate and close high-value deals.
- Experience with commercial partners and consortium coordination is a strong asset.
- Excellent written and spoken English is mandatory. Conversational French is appreciated; additional languages are a plus.
- Strong organisational skills with the ability to manage multiple inputs and deadlines.
- Comfortable working cross-functionally and influencing without direct authority.
- Willingness to travel occasionally.
- Luxembourg-based or willing to relocate.

Key Competencies

- Strong interpersonal skills, with the ability to engage and influence stakeholders at all levels.
- Strategic thinking and a creative approach to problem-solving, focused on long-term success and business growth.
- Leadership capabilities to manage cross-functional teams and business development initiatives effectively.
- Exceptional organisational and project management abilities, with a pragmatic and functional approach, close attention to detail and the ability to juggle multiple priorities.
- Results-driven mindset with a proactive approach to identifying new opportunities and delivering outcomes in a fast-paced environment.

What You Will Help Build

You will help shape commercial strategies and drive revenue growth in a fast-paced, innovative environment. Over time, this role can also develop into more specialised areas such as managing new product sales or opening new market verticals.

To apply, please send your cover letter and CV to jobs@emtronix.lu.