



**cosine is a dynamic high-tech company that develops and builds measurement systems for its customers. These systems are used in scientific, industrial, medical, environmental, energy, agri/food, security, semiconductor and space applications, with customers ranging from small high-tech companies to large multinationals and space agencies.**

cosine currently has a staff of around 40 international and highly educated employees, who develop in close collaboration with our customers. With our broad experience in different technological areas, cosine provides innovative, out-of-the-box measurement solutions.

Our office in Warmond houses fully equipped cleanrooms, as well as testing and assembly facilities, offices and meeting rooms. The building is modern and spacious and can be easily reached by public transportation, as well as by car.

We are looking for a colleague to come work with us as a

## **Bid Manager**

### ***Job description***

The advent of small satellites is rapidly changing the space sector, both on the commercial and government side. During the next decade the small satellite market will be driven by the deployment of multiple constellations. The miniaturized instruments that we develop are evolving from one-off, custom built to recurring and off-the-shelf. The prospect base for our remote sensing business unit is rapidly increasing to include commercial initiatives. At the same time space agencies such as ESA play an important role in research and development for these technologies and their scientific application, and strong collaboration with academia, governments and companies worldwide is crucial. This combination requires a solid but flexible and dynamic business development process.

We are looking for a bid manager that translates the requirements of our customers, including private parties and agencies such as ESA, into concrete proposals and offers. Based on the knowledge of our team on technologies, solutions and partners, you will initiate and negotiate the technical, legal and financial partnerships and organize and write the resulting proposals and offers.

Your challenge is to translate the strong technological and strategic position of cosine in miniaturized space instruments into concrete proposals and offers for the large number of opportunities that we encounter in this fast-moving sector.

### ***Responsibilities***

- Write offers and proposals in response to requests for quotation and tenders of ESA and other agencies and organizations
- Organize consortia for these offers and proposals, including agreeing on roles and tasks and negotiating budgets with subcontractors and writing draft statements of work and contracts for subcontractors

### ***Skills and qualifications***

- A technical background at academic level (BSc, MSc or PhD)
- 1 to 3 years experience as a bid manager
- Good technical writing skills in English
- A pragmatic and energetic approach
- Experience in writing larger offers and proposals is a strong advantage
- Experience in the space or aerospace market is a strong advantage

- Experience in working with ESA is a strong advantage
- Legal and contract management experience is an advantage
- Experience in the remote sensing or geodata collection and services is an advantage

### ***We offer***

An exciting job in which you can materialize many opportunities in the fast-changing space sector, in a world-class flexible and friendly organization with bright people in an international setting.

### ***Application***

If you are interested in this exciting challenge in the space sector, send your motivation and CV to [recruitment@cosine.nl](mailto:recruitment@cosine.nl).