

Our company is looking to fill the role of capture management. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for capture management

- Develops and implements activities/actions for win strategy development, overall capture strategies, proposal win strategies, technical/management strategies, and pricing strategies to shape and secure contracts
- Oversees and coordinates, as necessary, Proposal Managers in development and execution of a proposal management plan, including technical, management, pricing, and past performance/corporate experience
- Lead through influence UX to turn business requirements into product specifications
- Ensure the team Stays up current with latest trends in our and the product/tech space- you will have great experience of working as a Product owner in a scrum team
- Continually Identify and engage in opportunities that align with Elsevier product vision and strategy
- Understand and have experienced customer needs, pain points, behaviours and gather product requirements in user story format
- Work closely with other products in our portfolio including Pure, SciVal, Mendeley
- Integrate with our stakeholders timelines and champion our adoption from other teams
- Be a customer facing, approachable representative of the Product team, representing Elsevier and presenting at conferences and governance boards
- Work with steering committees to escalate issues that need resolving to

Qualifications for capture management

- Develop close working relationships with multiple internal stakeholders to align roadmaps and features such as Engineering, Sales, Marketing, and Finance, to name just a few
- Identifies accounting key risks and opportunities and works cross functionally to provide solutions that drive process improvements and strengthen the control environment
- 10 or more years of capture management with federal government procurements -- knowledge of federal acquisition regulations and policies strongly preferred
- Proven winning track record with large and complex IT, Engineering, and Professional Service-related contracts in the federal marketplace -- experience with defense and intel is highly desired
- Secret eligible
- Confidence and experience dealing with senior executives