

# Profile



## Torsten Jensen

**Freelancer**

Jensen IT Consulting  
Garten Str. 1  
D-65558 Burgschwalbach  
Phone: 06430-9263901

## Resume

Personal data	
Name	Torsten Jensen
Date of birth	14.10.1972
Nationality	German

## Education/Certification

- Procurement manager – EU Procurement law reform 2019/2020
- Professional Scrum Master I (PSMI) agile project management
- Bachelor of Business Administration
  - o Thesis: "eProcurement as a tool of strategic procurement management"

## Memberships

- APMP - Association of Proposal Management Professionals
- Cyber Security Cluster Bonn e.V.
- Initiative Neue Qualität der Arbeit - Offensive Mittelstand (Authorized Consultant)

## Languages

- German, native speaker
- English, level C1

## Consulting focus

### Procurement management

- Operational & Strategic IT/TC purchasing
- Procurement of services
- Observation and analysis of procurement markets
- Capturing of all stakeholder's requirements
- Preparation of tender documents
- Conception of requirements specifications, specifications, performance certificates, decision templates
- Consideration of legal requirements, e.g. EU procurement procedures (VgV, SektVO)
- Pre-selection of relevant tender providers and participants
- Contact for bidder queries
- Organisation and moderation of bidding presentations
- Valuation of offers
- Conducting contract and price negotiations
- Choosing of the most economical offer
- Contract management

### Bid Management

- Preparation of proposals from receipt to award of the invitation to tender
- Development of a strategically sensible supply strategy
- Efficient processing of tender documents
- Taking over the professional management of internal and external project teams
- Continuous transparent communication on the status of the project to stakeholders
- Creation of professional document templates in customer-owned corporate design
- Risk management in the project
- Control of the achievement of agreed milestones in the offer process
- Creation of quotation presentations and moderation of customer appointments

### Pricing Management

- Assumption of responsibility for the commercial, price part of the tender project
- Market analysis / benchmarking to determine marketable prices
- Development of pricing and licensing models
- Target cost consulting with the development department
- Development of business cases to control the predetermined business indicators
- Continuous transparent reporting to stakeholders
- Visualization of pricing in different output form (price tables, books, presentation)
- Creation of costing tools for operations (e.g. in Excel VBA)

## Excerpt of projects / activities

Beginning - End	Description
Since January 2019	<p><b>Jensen IT-Consulting:</b></p> <ul style="list-style-type: none"> <li>- <b>Procurement management</b></li> <li>- <b>Bid management</b></li> <li>- <b>Pricing Management</b></li> </ul> <p>Recent activities:</p>
Since 11/2020	<p><u>Procurement management:</u> Support in the creation of tenders in the HR / software environment of a public client. Direct awards, national and EU-wide tenders according to sector regulation (SektVO).</p>
Since 08/2020	<p><u>Bid management:</u> Support of the sales department of a medium-sized IT / computer enterprise. Managing the sales/proposal process from acquisition to awarding of contracts. Focus on public procurement.</p>
06/2020 – 07/2020	<p><u>Project management:</u> Strategic site assessment for the future regional sales headquarter of the client. Strategic site review for four possible European distribution centres including a macroeconomic analysis. Industry</p>
Since 03/2020	<p><u>Bid management:</u> Preparation of a proposal for software solutions in the field of energy supply resp. analysis of electrical energy systems. Execution of the proposal in accordance with sector regulation.</p>
Since 01/2020	<p><u>Procurement management:</u> Planning and execution of a tender for network and network security operation and data center planning; Evaluation of offers; Bidding interviews and technical negotiation; Due Diligence. Bank</p>
05/2019 – 09/2019	<p><u>Pricing Management:</u> Strategy consulting incl. preparation and implementation of a price workshop, design of a modular pricing strategy and an Excel price template with ideas and benchmarks for price models from the SaaS industry. Travel Tech</p>

<b>08/2002 – 12/2018</b>	<b>T-Systems International</b>
04/2011 – 12/2018	<p><u>Bid- und Pricing Manager</u></p> <ul style="list-style-type: none"> <li>- Responding to national and international tenders with a contract intake volume of between €3 million and €80 million</li> <li>- Responsible for the timely submission of offers with special demands on quality and budget</li> <li>- Self-employed and self-responsible handling of all necessary operational and organisational tasks</li> </ul> <p><u>Bid Manager</u></p> <ul style="list-style-type: none"> <li>- Professional management of interdisciplinary, distributed (also international) project teams up to a size of 40 employees from the fields of delivery, commercial, legal, HR, procurement</li> <li>- Pre-qualification of projects and preparation for</li> </ul> <hr/> <ul style="list-style-type: none"> <li>- Management Go/No Go Decision</li> <li>- Team Staffing</li> <li>- Prepare and perform kick-off events</li> <li>- Definition of objectives, monitoring and ensuring timely delivery by project staff</li> <li>- Prepare board releases (Bid/No Bid) for the Management Board</li> <li>- Prepare and perform quotation presentations</li> <li>- Cooperation in contract negotiations</li> </ul> <p><u>Pricing Manager</u></p> <ul style="list-style-type: none"> <li>- Execution of deal benchmarks to obtain a market perspective</li> <li>- Definition of cost and cost structures policies according to customer needs in coordination with Delivery</li> <li>- Calculation of the sales target line of the business case</li> <li>- Key figures Analysis</li> <li>- Creation of customer individual pricing tools using Excel (Visual Basic for Applications (VBA))</li> <li>- Pricing tables</li> </ul>

<p>02/2018 – 12/2018</p>	<p><u>Projects carried out (excerpt):</u></p> <p>Aerospace (Defense).</p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Highly secure private managed cloud solution at multiple European customer locations</li> <li>- DevOps and production platform based on Microsoft Azure and OpenStack</li> <li>- Hiring of safety-checked employees in four European countries</li> </ul> <p>Contract value: 96 mEUR</p> <p>Own role: Bid Manager</p> <ul style="list-style-type: none"> <li>- Management of the commercial and technical bid team from staffing to tendering</li> <li>- Risk qualification and quantification</li> <li>- Support of the Key Account Manager in the development of the offer strategy</li> <li>- Quoting</li> <li>- Preparation and implementation of the internal approval process</li> </ul>
<p>07/2017 – 03/2018</p>	<p>Automotive sector</p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Service contract with services from SAP and Infrastructure Services, Server Services, Middleware Services and Application Services.</li> <li>- Services are retrieved individually from a shopping cart by the individual departments. Duration of calls between one and three years.</li> </ul> <p>Contract value: 41 mEUR</p> <p>Own role: Pricing Manager</p> <ul style="list-style-type: none"> <li>- Creation of a complex price model in order to be able to map the required, partly additive reduction models.</li> <li>- Creation of a transparent price calculator with which both the Service Delivery Manager of the T-Systems and the customer himself can calculate the individual prices of the individual price elements during the contract period.</li> </ul>

05/2013 – 12/2013	<p>Industrial (Finland)</p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Extension of an existing Master Service Agreement with a mobile SAP service.</li> <li>- 5,500 employees of the customer are to access a central SAP solution via mobile devices.</li> </ul> <p>Contract value: 6.9 mEUR Own role: Bid and Pricing Manager</p> <ul style="list-style-type: none"> <li>- Leadership of the commercial and technical bid team from staffing to handover to the implementation team</li> <li>- Involvement of external employees of SAP and Deutsche Leasing in the preparation of quotations</li> <li>- Risk qualification and quantification</li> <li>- Determination of the transfer price considering the company's targets (gross profit/EBIT)</li> <li>- Support of the Account Manager in the creation of quotations and the internal approval process</li> </ul>
11/2004 – 03/2011	<p>Solution Manager (T-Systems)</p> <ul style="list-style-type: none"> <li>- Technical sales support for national and international tenders</li> <li>- Elaboration of the technical solution concept</li> <li>- Leadership of the technical (partial) project team</li> <li>- Creation of cost calculation</li> <li>- Price determination with Controlling</li> <li>- Quoting</li> </ul>
08/2002 – 11/2004	<p>Network Designer (T-Systems)</p> <ul style="list-style-type: none"> <li>- Structural planning of the worldwide MPLS network IPLS considering predictions of customer support and sales organizations</li> <li>- Contact person during planning and implementation</li> <li>- Creation of design documents for detailed planning and ordering</li> <li>- Cost statements and investment applications for planned installations</li> <li>- Support for the Customer Networks group during larger customer tenders</li> <li>- Responsibility for meeting target dates and expenses</li> </ul>

11/2001 – 05/2002	<b>Global Crossing Ltd.</b> Solutions Engineer <ul style="list-style-type: none"> <li>- Technical sales support of the German wholesale sales team</li> <li>- Development of various network designs using the available technologies such as IPLS, Frame Relay, ATM, IP and MPLS VPNs</li> <li>- Technical description for tenders</li> <li>- Customer contact for all non-commercial aspects</li> <li>- Customer presentation of the proposed network solution</li> </ul>
05/2000 – 09/2001	<b>Nettest GmbH, Munich</b> Sales Engineer <ul style="list-style-type: none"> <li>- Technical sales of test and measuring instruments in the region of Germany - Mitte</li> </ul>
07/1999 – 04/2000	<b>Viatel Deutschland GmbH</b> Data Engineer <ul style="list-style-type: none"> <li>- Implementation of a pan-European ATM network with PoPs in London/GB, Paris/F, Amsterdam/NL, Brussels/B and Frankfurt am Main/D</li> </ul>
01/1996 – 06/1999	<b>MCI International</b> Field Support Engineer <ul style="list-style-type: none"> <li>- Responsible for customers in Germany, Austria and Eastern Europe in cooperation with project management teams in the USA</li> </ul>
02/1993 – 12/1995	<b>Deutsche Telekom AG</b> Kommunikationselektroniker
10/1994 – 09/1995	<b>German Armed Forces, Army</b> Military service in the 1st Telecommunications Regiment 920
09/1989 – 01/1993	<b>Deutsche Bundespost Telekom</b> Training as a communication electronics technician