

Bid Manager

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Company: Clyde & Co

Location: dubai

Category: other-general

Key ResponsibilitiesLead identified pitches, including responses to RFPs, Panels, and ad hoc pitches. Implement the Clyde & Co. methodology and supporting tools for effective bid management. Deploy creative bid tactics aligned with client profiles to enhance our value proposition. Lead the commercial approach of pitches, ensuring profitability and alignment with BD income plans. Prepare partners for client presentations, overseeing rehearsals and presentation material production. Conduct reviews on bid wins and losses, obtaining feedback from clients for performance improvement. Manage data collection and dissemination regarding pitches and success rates. Keep BD staff informed of new approaches and tactics to improve pitch effectiveness. Identify and implement bid process improvements.

Essential Skills & ExperienceExperience as a BD Bid/Pitch practitioner in a fast-paced environment. Strong negotiation and influencing skills, working closely with partners and associates. Positive and tenacious with the ability to drive initiatives forward. Commercial awareness with a focus on profitable returns. Project management skills, handling multiple priorities within tight timescales. Excellent written and verbal communication skills. Strong IT skills, including CRM systems, Outlook, Word, Excel, and PowerPoint.

#J-18808-Ljbffr

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