

Bid Manager

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Company: Via Medica International

Location: dubai

Category: other-general

Via Medica International Healthcare LLC, Abu Dhabi, UAE is looking for a Bid Manager to join our team. The Bid Manager is responsible for supporting the sales team by leading the company's response to formal tenders (ITBs, RFPs, RFQs) and vendor registration requests.

Requirements: Work experience: At least 5 years in Bid Management. Certificate: APMP Certificate is required

Essential Functions

Manage the end-to-end bid process. Identifying opportunities on which to submit bids and feeding into the decision over whether to bid. Work with colleagues to develop a clear winning strategy for each bid and ensure win themes are clear and compelling. Coordinate, write, edit, and produce responses to RFQs, RFPs, and ITBs; this includes research, technical content, graphics, page layout, and design. Ensure timescales are achieved at each step of the bid process, including all internal governance while taking the initiative in setting realistic deadlines. Formulate a bid plan to ensure the timely submission of each proposal, monitor progress and ensure bid team members' submissions are made on time and interpret their input to form a competitive winning proposal. Liaising with colleagues across departments and time zones to deliver a winning submission. Develop creative document designs to deliver a strong and differentiating visual impression of the company. Oversee the production of documents by managing the layout and printing process. Ensure on-time submission of compliant and commercially sound bids. Drive continuous improvement, through post-bid reviews, both internally and with customers. Develops proposals for clients in response to major bids and Requests for Proposals as part of Via Medica International. Develops key Major Project, Bid, and RFP response procedures, consisting of clear guidelines and procedures to follow for the

development of responses (from receipt to final delivery), facilitating the coordination of input and approvals from all relevant stakeholders. Tracks and manages Via Medica International bid pipeline. Creates clear, actionable reports and summary tables for the CCO as necessary from the content. Represents Via Medica International at trade shows and seminars. Do you have 5 years of experience as Bid Manager? *What is your Notice Period? *What is your current salary? * What is your expected salary? * Do you have experience as a Bid Manager in a Healthcare Industry? *

#J-18808-Ljbfrr

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