

Country Manager – Business Development Jobs In Sharjah | SPERTON

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Company: SPERTON

Location: sharjah

Category: other-general

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Define a framework for effective pursuit management – to enable effective bid opportunity assessment, qualification, developing bid response strategy and proposal development.

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EMPLOYMENT SERVICES

Responsibilities:

Create a Business Development strategy including future plans, account planning, operating model, targets, capability building, bid management and Presales, activities.

Develop relationship / networking with multiple stakeholders – Govt. departments /Embassies / Ministry officials / Diplomats.

Lead new business pitches, client visits and workshops and generate a positive recall for the organization.

Represent the organization in bid meetings, conferences and events etc.

Provide proactive support in bid writing and drive win-loss analysis of bids to ensure higher conversion ratios.

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Requirements:

Having 9-10 years of tourism related industry – hospitalities, airlines, etc.

Proven expertise in providing services to the government sectors or diplomatic clients.

Excellent handling of bid management is an advantage.

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Manager, Employee Relations Jobs In Dubai | Atlantis Resorts

Global Total Rewards Director Jobs In Dubai | QIMA

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