

United Arab Emirates Jobs Expertini®

Proposal Coordinator

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Company: DNV

Location: dubai

Category: other-general

Bidding process – coordinate and drive opportunities/proposals in close collaboration with relevant DNV technical teams. Act as internal focal point for the Technical Bid Manager and take ownership of satisfying overall/formal bid requirements and deadlines. Handling of bidding process steps within DNV internal systems, such as Salesforce. Coordinate process around formal bid requirements e.g. required corporate or insurance documents. Interface with Global Contracting and Group Legal teams to achieve mutual agreed T&Cs with our customers. Regular update of relevant DNV internal systems to ensure data quality regarding the bidding/sales. Pre-qualification and registration with relevant customers. Communicating with customers throughout the sales cycle, including bid portals. Timely follow up with customers for proposal status, feedback on proposals and improvement opportunities. Ad hoc support and administrative activities, as may be required, e.g. order intake reporting and weighted sales pipeline.

#J-18808-Ljbffr

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