

United Arab Emirates Jobs Expertini®

Regional MEA Head of Tender Management | DHL Jobs in Dubai

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Company: DHL Logistics Middle East DWC-LLC

Location: dubai

Category: other-general

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Description:Currently, we are seeking for Regional MEA Head of Tender Management. In this role, the successful candidate will provide input to lead development and implementation of tender management strategy for the region to understand customer needs, develop competitive proposals and respond to tenders, opportunities and renewals in line with business strategy, financial and operational objectives, Group guidelines and policies.

Responsibilities:Provide input to and lead development and implementation of tender management strategy for the region including planning, target customers, tools and budgets considering business strategy, financial and operational objectives, Group guidelines and policies

Develop business processes and control delivery of tender management programs to understand customer needs, develop competitive proposals and respond to tenders, opportunities and renewals

Ensure in-depth visibility to all key stakeholders on all upcoming RFQs, both within the commercial and also product stakeholders
Requirements:Post RFQ Management across the entire tender, analyzing area's for improvement

Master's degree

More than 8 years of experience in relevant field#J-18808-Ljbffr

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