

# United Arab Emirates Jobs Expertini®

## Sales Manager Jobs in Dubai UAE 2023 | Savills

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Company: Savills

Location: dubai

Category: other-general

## Sales Manager Jobs in Dubai UAE 2023 | Savills

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Description:

A Sales Manager , or Sales Department Manager, is responsible for overseeing daily operations in the sales department: /

Job Responsibilities Actively work with sales and operations to develop and implement Middle Game action plan, e.g. document due diligence in project brief, develop Win Plan (G to VP), SWOT analysis, and Executive Summary, Go/No Go and strategy review, identify execution team.

Plan, organize and direct all elements of End Game, e.g. analyze customer request, develop response plan (B&P budget, response team, compliance check-list, response outline, schedule),

Support Go/No Go, conduct Pink Team, conduct kick-off meeting, manage and work with team to develop response sections, refine Executive Summary, conduct in-progress reviews, prepare Red Team package, incorporate Red Team input, ensure on-time delivery of response.

Works with inside/outside sales and operating segments to identify response requirements and develop a realistic approach and schedule for the response, and monitor progress against plan. #J-18808-Ljbffr

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