

## Senior Proposals Specialist Jobs In Dubai | CB&I

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Company: CB&I

Location: Dubai

Category: business-and-financial-operations

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CB&I® is the world's leading designer and builder of storage facilities, tanks and terminals. With more than 60,000 structures completed throughout our 130-year history, we have the global expertise and strategically-located operations to provide customers world-class storage solutions for even the most complex energy infrastructure projects.

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Responsibilities

Senior individual contributor responsible for new business proposals and contracts for a sub-region or a single country

Identifies and mitigates the risk involved with commercial terms and conditions, contract structure and pricing, interfacing with the Legal and Finance Departments, as appropriate.

Maintain the Customer Relationship Management (CRM) tool and keep all information accurate and current.

Outline, write, edit and organize proposal documents, while also making timely edits and revisions to documents after reviews.

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Requirement

Senior Level Proposals Position works independently with little supervision.

10+ Years of commercial contracting/legal (3+ Years' experience in EPC Operations preferred)

Typically, 8+ years since first degree

Professional degree (Engineering or BS Preferred)

Knowledge of CB&I Storage Engineering, Fabrication, and Construction method

Familiarity with CB&I Storage Solutions' products, markets and/or a key market sector

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