

Sr Commercial Proposals Director Jobs In Dubai | General Electric: GE

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Company: General Electric: GE

Location: dubai

Category: other-general

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Job Description SummaryThe Sales Support Director will be the main focal for preparation of proposals/bids, contract negotiation and compliance with contract commitments and commercial risk assessment. Impacts the team's ability to achieve service, quality and timeliness of objectives. Subject to Commercial policy objectives. Has independence in achieving commercial objectives within operating budgets and operating guidelines. There is moderate autonomy within the role to enter into/execute Commercial arrangements. High levels of Commercial judgment are required to achieve outcomes required.

Job Description

Essential Responsibilities:

Develop proposals; may negotiate with customers; ensure deals deliver shareholder value; drive competitive pricing. May include compiling and submitting required tender documentation. Requires specialized knowledge across product lines, markets, sales processes, or customer groups. Requires strong commercial awareness, and is expected to influence the development of strategy for their broad sales territory, including control of resources. Interprets simple internal and external business challenges and recommends best practices to improve products, processes or services. Stays informed of industry trends that may inform work. Uses high level of judgment to make decisions and handle complex tasks or problems within projects, product lines, markets, sales processes, campaigns or customers. Has ability to

assess quality of information given and ask pertinent questions to stakeholders or customers. Able to offer new solutions to problems outside of set parameters and is able to construct and provide recommendations. Uses multiple internal and some external sources outside of own function to help arrive at a decision.

May lead functional teams or projects with minimal resource requirements, risk, and/or complexity. Communicates difficult concepts and may influence others' options on particular topics. May guide others to consider a different point of view.

Qualifications/Requirements:

This role requires significant experience in the Sales & Proposals. Knowledge level is comparable to a Master's degree from an accredited university or college (or a high school diploma with relevant experience).

Desired Characteristics:

Humble: respectful, receptive, agile, eager to learn

Transparent: shares critical information, speaks with candor, contributes constructively

Focused: quick learner, strategically prioritizes work, committed

Leadership ability: strong communicator, decision-maker, collaborative

Problem solver: analytical-minded, challenges existing processes, critical thinker

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