

# United Arab Emirates Jobs Expertini®

## Tendering Manager

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Company: DP World

Location: dubai

Category: other-general

Lead the tendering process from start to finish, ensuring timely and accurate completion of all tender submissions. Conduct thorough market research to identify potential opportunities and gather relevant information for tender preparation. Collaborate with cross-functional teams, including operations, finance, legal, and technical departments, to gather necessary inputs for tender submissions. Analyze client requirements, project specifications, and contractual terms to develop tailored and commercially viable proposals. Prepare detailed cost estimates, budgets, and pricing models, considering various factors such as vessel selection, crewing, equipment, and logistics. Coordinate and manage the internal review process, ensuring all submissions meet quality standards and align with company objectives. Liaise with clients, suppliers, and subcontractors to obtain clarifications, negotiate terms, and gather necessary documentation. Monitor industry trends, competitor activities, and market dynamics to identify potential risks and opportunities. Maintain accurate records of all tendering activities, including documentation, correspondence, and submission timelines. Provide post-tender analysis and feedback to management for continuous improvement of the tendering process.

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