



MAN Diesel & Turbo has a vacancy in Dubai in the After Sales department for the earliest start date

## Bid Manager – 3<sup>rd</sup> Party

### Tasks

- Support of Sales in the assigned region for non OEM business
- Responsible to support the growth strategies within the region (budget quotations, order intake, revenue/casing, customer visits), follow up on open payments
- Win new customers with a systematic approach / and get understanding and agreement on general terms and conditions
- Registration, acceptance of non-Interface to the Product Centers
- OEM products with all customers /end users so that each product gets the best chance in the market.
- Assisting Sales in building up customers relationships from prospecting to closing
- Negotiate/approve contracts and service agreements
- Develop and implements marketing plans
- Regional coordination and support between customers, sales, engineering and PC
- Collect & communicate market intelligence / competitors activities, project opportunities and support Regional Development Manager
- Frequent Business Review / Reporting in a structured and professional manner
- Price Negotiations within the guidelines
- Prioritization of projects and analysis of competitive advance
- Develop and implements marketing plans, oversees the sales budget
- Close interaction with the other 3<sup>rd</sup> party Bid Manager in the different regions and the respective network in the PC
- Approval and signature powers under the directives

### Qualifications

- Detailed understanding of the business both technical and commercial levels
- Mechanical Engineering degree or equivalent technical background
- Generalist knowledge relating to market and economic aspects or post-graduate qualification in Business Administration
- Seasoned sales / marketing experience with 5 to 10 years of related experience, preferably in the Turbomachinery business or heavy equipment manufacturing
- Comparable broad specialized expertise and constant ongoing training in this area (additional formal qualification certificates, etc)
- Advance knowledge of project management methods
- Degree of professionalism recognized across all departments
- Understand and gain knowledge about the Balance of Plant equipment, customer base and applicable sales processes
- Strong analytical skills, and a high attention to detail and accuracy
- Intercultural skills and fluency in English, further languages are beneficial

MAN Diesel & Turbo is the world's leading provider of large-bore diesel engines and turbomachinery for marine and stationary applications. It designs two-stroke and four-stroke engines, gas and steam turbines as well as compressors.

The product range is rounded off by turbochargers, propellers, gas engines and chemical reactors. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.

The company employs around 15,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China.

MAN Diesel & Turbo is a company in the Power Engineering business area of MAN SE.

Your point of contact: Elmira Lim  
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We look forward to receiving your application documents via e-mail.

Engineering the Future – since 1758.

**MAN Diesel & Turbo**

