



Consulting and Training | Reach New Heights

Course Name

Bid Management Excellence

Sector Name

Sales, Marketing and Customer Service

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770



Bid Management Excellence

Course Introduction

In complex, high-value bidding environments, successful bid leaders combine strategic insight, cross-functional coordination, and tactical execution. This advanced program develops leadership and management skills for bid professionals, enabling them to drive the bid process, influence stakeholders, and optimize win rates.

Participants will learn to lead bids from opportunity identification to submission and post-bid evaluation with a focus on maximizing outcomes and organizational impact.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)

Bid Management Excellence

Target Audience

- ✓ Business Development Directors
- ✓ Strategic Sales Leaders
- ✓ Bid Strategy Managers

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)

Bid Management Excellence

Learning Objectives

- ✓ Lead and manage high-value bids effectively.
- ✓ Develop winning strategies and positioning for complex opportunities.
- ✓ Coordinate multi-disciplinary teams to deliver high-quality proposals.
- ✓ Apply performance metrics to measure bid success.
- ✓ Foster continuous improvement and knowledge sharing in bid management.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)

Bid Management Excellence

Course Outline

✓ DAY 01

The Role of the Bid Leader

- ✓ Responsibilities and competencies of a bid manager
- ✓ Understanding client evaluation frameworks
- ✓ Strategic thinking in bid management
- ✓ Leadership skills for coordinating bid teams
- ✓ Ethical and compliance considerations

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Bid Management Excellence

Course Outline

✓ Day 02

Opportunity Assessment & Bid Strategy

- ✓ Selecting opportunities for focus and high impact
- ✓ Market intelligence and competitor insights
- ✓ Developing win strategies and key differentiators
- ✓ Risk analysis and contingency planning
- ✓ Alignment with organizational goals

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Bid Management Excellence

Course Outline

✓ Day 03

Leading Proposal Development

- ✓ Structuring proposals for maximum impact
- ✓ Articulating value propositions and solutions
- ✓ Integrating technical, commercial, and financial inputs
- ✓ Coordinating team contributions efficiently
- ✓ Managing quality, compliance, and approvals

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Bid Management Excellence

Course Outline

✓ Day 04

Execution, Communication & Influence

- ✓ Leading cross-functional teams under tight deadlines
- ✓ Stakeholder management and internal influence
- ✓ Handling client communications and clarifications
- ✓ Crisis management and problem-solving during bids
- ✓ Maintaining focus and motivation across the bid lifecycle

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)

Bid Management Excellence

Course Outline

✓ Day 05

Post-Bid Evaluation & Continuous Excellence

- ✓ Reviewing bid outcomes to identify improvement areas
- ✓ Applying metrics and KPIs for bid success
- ✓ Knowledge management and lessons learned
- ✓ Embedding continuous improvement practices

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Bid Management Excellence

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 7, 2026	June 11, 2026	5 days	4250.00 \$	KSA , Riyadh
Nov. 15, 2026	Nov. 19, 2026	5 days	2150.00 \$	Virtual , Online
Aug. 3, 2026	Aug. 7, 2026	5 days	4950.00 \$	Greece , Athens

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •