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Bid Manager

The Role:

The Bid Manager will identify business opportunities that align with the Barhale Business Strategy, particularly aligned to own region. They will be responsible for developing appropriate relationships with external parties to help develop opportunities and winning submissions, secure work by value and type to meet company objectives and work with the Senior Bid Manager to develop customer solutions and prepare responses. The role will also involve overseeing all quality, technical and commercial aspects in accordance with company procedures, developing “best practice” systems and processes and implementing them across the other regions, whilst maintaining and building relations with them.

Key Responsibilities:

Identify business opportunities that align with Barhale Business Strategy

- Review Barhale Business Strategy
- Identify appropriate companies with whom to form partnerships with and to provide support in developing PQQ and tender responses
- Identify and request the creation of account plans
- Liaise with other offices, regions and partners to identify opportunities to meet that strategy
- Review Client Business Plans and understand their requirements
- Develop opportunities into PQQ's or tenders seeking bid writing support as required
- Develop business relationships with external parties to support responses to PQQ's or tenders
- Allocate opportunities to other team members to prepare responses

Develop and implement strategies for winning bids

- Liaise with both internal and external parties to develop bid strategies
- Oversee and lead bid teams in the planning and delivery of PQQ and bid submissions in line with agreed strategies
- Act as a point of contact for customers during tendering process

Handover to operational teams at contract award

- For complex bids, support the operational teams in the transition period of new contracts or as required
- Oversee the preparation of handover packs
- Present key customer requirements
- Present basis of bid

Compliance with corporate governance requirements

- Ensure sign-off of any significant post-tender amendments by an authorised person
- Develop best practice business development processes across the Business
- Prepare bids in a timely manner, in accordance with Company procedures
- Ensure adjudication meetings are arranged and appropriate sign-off is achieved

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Key measures & targets:

Winning work to meet the Company's objectives
Adherence to all deadlines set

Key relationships:

Directors
Senior Bid Manager
Regional Managers
Estimating Manager

Person Specification:

The successful candidate is likely to meet all of the following criteria:

Essential

Engineering or commercial background
Experience of managing teams in researching market place, understanding client business strategy, marketing and bidding
Chartered, Incorporated, or similar
Understanding of commercial aspects of bidding including risk management
Demonstrate business improvement and process management skills to support transition to operations or in change situations
Good written English and technical writing experience
Ability to review and improve written bid submissions
Confident dealing with both Barhale employees and customers at all levels
Proficient in using Microsoft Office

Benefits:

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provides a range of guaranteed benefits including but not limited to:

- Company car/car allowance
- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single persons private medical cover
- Permanent Health Cover

About Barhale:

Barhale is one of the largest privately owned infrastructure specialists in the UK and was originally formed in 1980 as a specialist tunnelling contractor diversifying over the years into various civil engineering areas. Barhale works UK-wide across the water, transport, energy and developer services sectors providing design, construction and maintenance services under long-term contracts, with blue-chip public, regulated and private clients. The company employs over 600 people in the UK, has an annual turnover of £120m and a distinctive set of values that are fundamental to our approach to business sustainability.

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Our business activity is carried out for the following principal sectors:

Water: Civil Engineering, Tunnelling, Pipelines and Utilities

Transport: Rail, Aviation, Waterways, Highways and Bridges

Energy: Power Generation, Power Transmission and Distribution, Waste

Developer Services: Civil Engineering across private sector developers UK wide

Specialist Businesses: Tunnelling, Mechanical and Electrical and Barhale Construction Services (BCS Group)

How to apply:

Please send your current CV and covering email outlining your suitability for the role and quoting the reference number to careers@barhale.co.uk.

We are an equal opportunities employer. We are determined that no job applicant or employee receives less favourable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race or disability. All information will remain confidential to Barhale and will be handled in accordance with the requirements of the Data Protection Act.