

Public Sector Bid Manager Job Description

Established in 1965, Southern Communications is one of the largest independent communication companies with a product range spanning traditional telecoms, data and network services. We are an ISP with a Tier 2 network and fully managed and secure data centres to support the connectivity and hosted solutions we provide.

Role

This role is the first of its kind within the Southern Communications Group. The opportunity for the right candidate is to build and shape the role to enable us to succeed in the public sector. Southern Communications Corporate Solutions Limited is listed on RM3808 Lots 1, 2, 3 & 5 and G-Cloud.

The Bid Manager will assemble a bid team with the relevant service / product / business knowledge required to prepare a winning bid, whilst taking ownership of the end-to-end bid process. The Bid Manager is typically responsible for managing an opportunity from qualification through to contract award, including value proposition / strategy development, solution development, commercial considerations, partner identification, and risk management. Responsibilities include the introduction and implementation of all necessary bid procedures, governance, and processes. This is a highly networked role that requires an ability to work under pressure and to challenging deadlines. It will require strong people management and commercial skills.

Experience

Proven capability in delivering winning, multi-million-pound product or complex services opportunities. Ideally has a background in solutions and services and experience of bid campaign management from opportunity identification through to project delivery, and will provide valuable input into opportunity qualification, win strategies, commercial discussions, and solution design.

Must be comfortable working at CEO / Director Level (internal and external customers). Will be fully conversant with the competitive marketplace. Sound commercial understanding, P&L and risk management skills. Have the ability to manage complex, multi-workstream opportunities. Solid understanding and implementation of internal governance procedures.

Core Responsibilities

- To manage the bid qualification (bid go / no go) process for new opportunities
- Manage virtual bid teams and inputs from a variety of stakeholders, typically involving contributions from sales, marketing, product teams, finance, commercial, legal and delivery
- Preparing and reviewing the commercial aspects of the bid, ensuring all services are included in the final price to the customer
- Risk tracking and management throughout the bid process
- Contributing and construction of the written proposal - both in terms of content and presentation
- Manage the bid budget
- Ensure timely delivery of compliant and commercially sound bids
- Understand and resolve complex technical, strategic and business issues
- Arrange all post bid reviews with customers, post contract award
- Must be an excellent communicator.

Reporting Line

The Bid Manager will report to the Managing Director who plays an active role in commercial management of the business, Legal coordination, pricing & Ultimate Solution design.

Qualifications

Typically, degree educated. Ideally a APMP Practitioner or other professional level, 5 years telecoms experience with a broad understanding of Network Services delivery.

Salary & Benefits

- Salary will be based on experience but will comprise of a Salary and bonus based on winning bids and sales.
- 22 days leave p.a
- A holiday purchase scheme
- Birthday day off
- Pension scheme
- Season Ticket Loan
- Employee Assistance Programme
- Charity Days
- Fresh Fruit & refreshments provided daily