



ROLE PROFILE

Bid Manager

Why do we have this role?

Resonate specialise in providing mission-critical systems and data science led solutions, primarily in the transport industry. We possess a blend of strong technical skills and domain expertise and are now looking for a Bid Manager to contribute to our continued business growth across our solution portfolio.

Complementing our team by bringing your software, digital and systems expertise to help generate and shape opportunities, you will lead the end-to-end process to deliver our bids to our clients ensuring we add value by meeting (and exceeding!) their needs through our transformational technology and delivery capability. Writing compelling, technically accurate and commercially attractive bids you will have an unwavering focus to deliver our vision and business objectives - this role is pivotal for our growth both in the UK and internationally.

What are the key objectives?

- Deliver successful, creative and high-quality compelling bids enabling new order wins and repeat business through the process of bid or no-bid assessment, decision-making and bid preparation;
- Ensure each and every opportunity is analysed in the context of our overall strategic direction, adopting an appropriate bid strategy to include win themes, unique selling propositions and identification/mitigation of critical issues;
- Provide insight, clarity and understanding of customer requirements to all internal stakeholders;
- Collate and review key supplier responses, commercial terms and quotations in a timely manner;
- Facilitate and present our cost estimates, price breakdowns and cash-flow analysis;
- Work with our functions and technical leads to pull together the factual information required for each bid, then use your writing skills to communicate this in a creative, consistent and persuasive way that addresses the key questions asked (and in some cases not asked!);
- Upon contract award, support the commercial handover to the operations team including collation and handover of all documentation;
- Support our engagement, negotiations and meetings with customers, partners and suppliers;
- Work on ad-hoc, ongoing pieces of work including developing templates for our bids and bid-library content;
- Ensure compliance with our procedural governance requirements.

Top Internal Relationships

1. Bid Director and Bid Managers
2. All functions across the business
3. Executive Board

Person Requirements

- A confident, resilient and competitive individual with the ability and drive to take ownership and galvanise stakeholders with competing delivery demands into action;
- Able to lead complex bids requiring input from multiple stakeholders around our company;
- Experience of creating successful bids within a technical software and/or technical integration environment, ideally within transformational Tech/IT Systems/Software/SaaS;
- Ability to balance customer needs with our strategic aims and objectives;
- Ability to understand the questions really being asked by clients and answer these creatively;
- Unafraid of owning the challenge of getting the right input, at the right time into our bids.

