



## ROLE PROFILE

### Bid Manager

#### Why do we have this role?

*Resonate's vision is to create a truly connected rail network, using our deep technology expertise and rail industry experience to deliver game-changing solutions that meet transport challenges across the UK and beyond. We are a company that is excited by the possibilities offered by technology and are driven by improving experiences for passengers globally.*

*We 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 technical/engineering systems expertise, you will drive the end-to-end process to deliver bids to our clients, communicating how we will add value in 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 continued growth.*

#### What are the key objectives?

- Manage, write, and deliver compelling, creative, high-quality bids to win new and repeat business
- Be the point of contact for customers and their relevant bid(s)
- Understand and apply our business strategy to all bids
- Obtain, collate, review and present information required for bids
- Upon contract award, effectively deliver the commercial handover to the delivery team(s)
- Ensure compliance with our procedural and governance requirements

#### Top Operational Relationships

1. Head of Sales and Bidding (reports to this role)
2. Control Systems Director
3. Bid Managers, Project Managers, technical leads, and other specialists
4. Executive Board

#### Personal Attributes

- A technical/engineering background, preferably in Rail Systems
- Experience of complex bids for within a technical and/or technical integration environment
- Focussed, driven, and resilient - owning bids and driving others into action
- Assured and effective communicator, able to engage stakeholders and influence customers
- Highly organised and able to manage individual workload and inputs from multiple stakeholders

#### Our Values and Behaviours

At Resonate it's the 'how' we do things together with the 'what' we do that differentiates us. We want our people to engage with our vision and display our values and behaviours in their day-to-day activities.

We have adopted a flexible, hybrid approach to work location - talk to us about your preferences. If your role is based at one of our offices, you will still have opportunity to work from home and may also be required to do so. This may be on a permanent basis (full or part-time) or at such times as the Company may require, for example in an emergency or pandemic context.

