



ROLE PROFILE

Strategic Bid Manager

Why do we have this role?

We believe in consumer centric transportation for a thriving nation in the 21st century, building on connected, cost effective journeys transformed by our world-class technologies. A vacancy has arisen in our bid team to contribute to our continued business growth, by creating winning bids across our world-class solution portfolio. They will complement our already successful team by bringing their software, digital and systems expertise helping to generate and shape opportunities as they arise.

The Strategic Bid Manager leads the end to end bid process from receipt of ITT through to delivering our bid to our clients, ensuring that the client's requirements are fully captured, addressed and aligned with our world-class delivery capability presenting a compelling, technically accurate and commercially attractive winning bid. The Strategic Bid Manager has an unwavering dedication to delivering against Resonate's vision and business objectives whilst adding value to the aspirations of our clients. This role is pivotal in creating opportunities for business growth both in the UK and internationally.

What are the key objectives?

- Manage the end-to-end preparation and submission of compelling ITTs, PQQs and Customer Proposals that delivers value to the client and meets our own business requirements;
- Manage the creation of bid strategy including the generation of win themes and unique selling propositions and the mitigation of critical issues;
- Ensure that bid documentation and content is well written, compelling and persuasive and to a professional standard;
- Ensure that Resonate's governance requirements are complied with for all bids;
- Ensure that all commercial risks associated with bidding for work are appropriately highlighted and satisfactorily mitigated;
- Manage the collation and review of key suppliers tender responses and obtain quotations in a timely manner;
- Facilitate the development and presentation of the bid cost estimates, price breakdowns and cash-flow analysis;
- Support engagement, negotiations and meetings with customers, partners and suppliers;
- Upon contract award, support commercial handover to the operations team including collation and handover of all documentation;
- Provide support to Whole Life Customer Engagement to position, develop and qualify business opportunities; and
- Respond to TQs in a timely and consistent manner.

Top Internal Relationships

1. Bid Director (reports to this role)
2. Strategic Bid Managers (team)
3. All functions across the business





Person Requirements

Profile

- Comfortable leading complex strategic bids, which require input from multiple functions and units around a company;
- Experience of managing and winning bids within a technical software or technical integration environment, ideally with experience of bidding for, winning and contracting within IT, Software Development, and Software as a Service agreements;
- Ability to balance customer focus with the aims and objectives of Resonate within demanding timescales and deadlines;
- Experience in a customer facing role would be of interest although is not an immediate part of this role;
- Proven ability to understand the question being asked by the clients and write compelling and persuasive answers which are in line with our strategic aims and objectives;
- A passion for winning business and increasing market share by creating winning bids;
- Thrives on generating putting forward ideas in order to strengthen our unique position within the transportation industry;
- Genuinely excited by the prospect of being part of a team which is instrumental in the continued growth of Resonate and delivering world class services to our clients;
- Is not afraid to own the challenge of getting the right input into bids;
- A leader of people with the ability to build and motivate teams in sometimes difficult and pressurised situations.

