

# Senior Bid Writer

andrea@favouritepeople.co.uk

Phone :

Web :



## Job Summary

---

Vacancy :

Deadline : Jul 23, 2024

Published : Jun 23, 2024

Employment Status : Full Time

Experience : 1 - 3 Years

Salary : £ 50,000

Gender : Any

Career Level : Any

Qualification :

## Job Description

---

- Advertising / Media / Publishing
- Journalism / Copywriter
- Merseyside
- Permanent / Full Time

12/6/2024

635201

- A brilliant job for a great bid writer
- Primarily home based with site visits as required
- Good benefits package

### **Job Title: Senior Bid Writer**

**Remote UK The successful candidate will primarily work from home, with occasional travel to the office and site visits as required.**

### **Salary - £50,000 - £60,000**

We are seeking a highly motivated, tenacious, and experienced Senior Bid Writer to join a fast growing SaaS business.

You will lead the bid process, ensuring the delivery of high-quality proposals to potential and existing clients. This role is crucial in identifying business opportunities, managing and coordinating bid submissions, and influencing market position and growth.

### **Key Responsibilities:**

- Work with the Business Development team to map the market, using market intelligence tools to identify, evaluate, and qualify new business opportunities.-
- Manage Bid Processes: Oversee the entire bid process, from preparation and submission to follow-up and post-contract award procurement processes, ensuring timely and successful bid submissions.
- Collaborate with internal teams, including sales, marketing, product, and mobilisation, to create comprehensive and compelling bid proposal
- Conduct bid reviews and debriefs to extract key learnings and insights, using this information to improve the bid process and increase success rates. Regularly update and maintain a library of content to enhance efficiency and effectiveness in future bid processes.
- Assist with Other Writing Duties during periods of reduced bid activit

### **Key Attributes:**

- Proactivity A self-starter capable of identifying opportunities and initiating the necessary steps to capitalise on them.
- Attention to Detail: High-quality standards, with a focus on accuracy and thoroughness in bid proposals.
- Leadership: Lead by example, managing bid team participants with respect and fostering a collaborative environment.
- Strategic Thinking: Ability to think strategically, crafting compelling proposals that align with business objectives and client needs
- Problem Solving: Quick thinker with the ability to resolve issues swiftly and make decisions under pressure. Resilience:
- Able to learn from unsuccessful bids, bounce back quickly, and continuously strive to improve.
- Adaptability Flexible and able to adjust strategies in response to changing business landscapes.

## Education & Experience

---

- Education & Experience: An undergraduate degree in Business, Marketing, or a related field, with proven experience in a similar role.
- Prior experience in bidding for facilities management contracts or SaaS solutions is essential.
- Project Management: Excellent project management skills, including the ability to handle multiple bids simultaneously and meet deadlines.
- Communication: Strong written and verbal communication skills, with the ability to articulate complex information clearly and persuasively.-
- A strong team player with the ability to coordinate and collaborate with cross-functional teams.-
- Bid Management Knowledge:
- Deep understanding of the bid process, including proposal writing and contract negotiations.-
- Technical Proficiency: Proficient in relevant software, such as HubSpot, Tender and Procurement Portals, Contracts Advance, and Microsoft Office.
- The successful candidate will primarily work from home, with occasional travel to the office and site visits as required.

## Must Have

---

- Proactivity A self-starter capable of identifying opportunities and initiating the necessary steps to capitalise on them.
- Attention to Detail: High-quality standards, with a focus on accuracy and thoroughness in bid proposals.
- Leadership: Lead by example, managing bid team participants with respect and fostering a collaborative environment.
- Strategic Thinking: Ability to think strategically, crafting compelling proposals that align with business objectives and client needs
- Problem Solving: Quick thinker with the ability to resolve issues swiftly and make decisions under pressure. Resilience:
- Able to learn from unsuccessful bids, bounce back quickly, and continuously strive to improve.
- Adaptability Flexible and able to adjust strategies in response to changing business landscapes.

## Educational Requirements

---

## Compensation & Other Benefits

---

A brilliant job for a great bid writer Primarily home based with site visits as required Good benefits package