

United Kingdom Jobs Expertini®

Become a Business Winning Associate

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Company: Frazer-Nash Consultancy

Location: United Kingdom

Category: business-and-financial-operations

Description

Part of KBR Group, Frazer-Nash is a leading systems, engineering and technology company that operates in diverse industries and recruits across a broad range of its market sectors.

The Business Winning capability has been providing independent business winning support for over 15 years, ranging from bid writing, management, bid leadership, graphical support, to win strategy development, competitive intelligence, and outsourced capture centres. We provide a wide range of services across the full opportunity lifecycle and enterprise-level sales strategy and management. We have a strong track record of establishing and successfully managing large and multi-skilled tenders with many successful large-scale contract wins on behalf of our clients. We take a holistic business winning approach to these campaigns, understanding that only a well-integrated, managed and coherent team will lead to success and a disparate, fragmented bid team will lead to issues in project delivery.

We are always looking for talented individuals to join us who can help our Business Winning clients deliver change and win their most complex and critical programmes. You will have experience of leading and influencing a range of client stakeholders to improve performance on specific opportunities and across the enterprise as well as have a passion for the client's success.

As a Business Winning expert, you will be expected to deliver to an exceptionally high standard

to ensure our clients come back for more. You will work on a wide variety of assignments, ranging from leading multi-disciplinary clients and Frazer-Nash teams to working autonomously providing efficient and effective bid support. Experience in briefing, providing advice, and developing trusted relationships with public & private sector customers, and an understanding of the organisational landscape of UK government agencies would also be helpful.

Roles

Bid Manager

Proposal Manager

Capture Manager

Bid Director

Bid Writer

Bid Co-Ordinator

Graphic Designer

Project Scheduler

Social Value Consultant

Position to Win Consultant

Competitive Analyst

Requirements

We'd be keen to hear from people with specialist skills in one or more of the following areas:

Defence: Air systems, Facilities, Land systems, Nuclear, Submarines, Surface ships, Weapons systems, IT Infrastructure

Public Sector - Government & Infrastructure : Healthcare, Critical national infrastructure, Energy, industry, Infrastructure & digital, Environment, Climate change, Sustainable development and agriculture, Critical and Emergency services

Energy: Power, Transmission and distribution, Renewable energy, Nuclear

Transport: Aviation, Aerospace, Highways & Vehicles, Marine, Rail Private Sector: Logistics, Construction, Facilities Management, Telecommunications, Finance

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