

## Bid Director - UK - SC required

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Company: Oracle

Location: United Kingdom

Category: other-general

### POSITION DESCRIPTION

We are looking for an experienced Senior Bid Manager to join our team. Our team consists of high caliber professionals hired directly from Industry or leading consultancy firms that help our largest and most strategic clients define and address their most complex technological and business challenges.

You will need to be an enthusiastic, organized and previously successful Bid Manager. As a leading Cloud provider, we are looking for someone from a similar background who has delivered complex IT/Tech bids from cradle to grave to large Clients or Public Sector. You will work toward fixed deadlines with teams from across Oracle on multiple projects and bids, across a selected set of clients. Security clearance is a required for this role.

#### Key Responsibilities

Responsible for delivering bids, confidently, to multiple clients, under pressure and to fixed deadlines

Develop bid plans in liaison with the sales team and solution owner and be responsible for managing them through to conclusion

Write and edit/review customer proposal documents – working with the central proposal management team

Working in a corporate environment and within a team, being able to matrix manage a team of subject matter experts, including technology, business process, commercial and legal experts and provide sales process advice & guidance when required

## Essential Skills

Demonstrable Bid Management experience, working across all stages of the entire bid process with a successful record of accomplishment, winning bids in a competitive market

Demonstrable experience of complex bids for a technology organisation

Previous experience within Bid Management roles for opportunities in excess of £1m

Highly competent in use of MS Office tools

Experienced user of project planning software . MS Project

Demonstrate a sales orientation with an understanding of bid management best practice

Experience with bidding bespoke IT solutions, with an ability to think outside of the box

Experience of working with senior level management in a large corporate environment

Security clearance would be a distinct advantage for this team

Career Level - IC5

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