

Bid Manager - Public Sector

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Company: Olive Jar Digital

Location: United Kingdom

Category: other-general

About the role Seeking a highly skilled and detail-oriented Technical Bid Manager with a strong technical knowledge in digital transformation services – such as user centred design, software development, technical architecture. You will have a background in technical writing, coupled with deep, UK government experience, where you will have had previous success in winning bids, and ideally in delivering digital transformation projects to the GOV.UK Service Standard. You will play a crucial role in our business generation efforts by being able to understand complex technical concepts and translate them into clear and compelling bid proposals for various projects. About Olive Jar Digital As we grow, we empower our teams to develop their roles and functions and offer support to get you from where you are now, to where you want to be. Moving towards our 9th year, we are now an established brand, building digital products and services and championing the provision of expert talent to enhance customer and in-house teams, satisfying all user needs. We are a professional, fun, fully Inclusive and diverse digital consultancy, valuing everyone's opinion. With a huge growth plan over the next two years, we are looking to expand our client facing delivery team with designers, developers, and testers as we continue to expand our project portfolio.

Responsibilities Technical Knowledge & Understanding: Grasp complex technical concepts within the digital transformation space, and translate them into easily understandable language for a non-technical audience, to support the bid team in delivering compelling proposals. Work closely with delivery and technical teams to stay updated on the latest industry trends and innovations. Assist in qualifying opportunities, go/no-go decisions, and developing the proposal structure to ensure alignment with buyers' requirements. Collaborate

with delivery teams and subject matter experts to gather necessary technical information and specifications for proposal development. Write and edit bid proposals, ensuring they align with client requirements and demonstrate a clear understanding of project objectives. Analyse tender requirements to tailor responses to specific client needs. Conduct thorough research on clients, competitors, and industry trends to enhance proposal content. Review and proofread proposals to ensure accuracy, consistency, and compliance with client requirements. About You Proven experience in technical bid writing, with a track record of successful proposals in UK public sector. Experience within digital transformation delivery roles, such as a delivery manager, technical architect or software developer within the UK public sector is a plus. Exceptional writing and editing skills with a keen attention to detail. Strong analytical and research skills. Excellent communication and interpersonal skills. Ability to work under pressure, manage multiple proposal activities, and meet tight deadlines. Ability to quickly understand and adapt to new technologies and industries. Benefits 25 Days holiday (plus 8 Bank Holidays as standard) Access to our Employee Assistance Programme Pension Scheme Staff Team Building Days and Social Events Personal Development Programme Annual Salary Review Electric Car Scheme Enhanced Benefits Available for Long-Service Commission Plan Powered by JazzHR

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