

## Bid Manager

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Company: Commercial Services Group

Location: United Kingdom

Category: computer-and-mathematical

Commercial Services Group is recruiting for a Bid Manager on behalf of Cantium Business Solutions, which is part of Commercial Services Group.

**Salary:** £40,000 to £50,000pa DOE

**Brand:** Cantium Business Solutions

**Location:** Kings Hill, Kent (Hybrid)

Are you currently working within a fast-paced Bids and Tenders Team and looking an exciting new challenge? Do you have a proven track record of writing high quality bid submissions and leading the end-to-end lifecycle of bid management?

Cantium Business Solutions is seeking a seasoned Bid Writer/Manager to work with us as we expand our brand across the public sector. The chosen applicant will have a strong commitment to the calibre of their submissions, making sure that the bid process incorporates ongoing enhancements through the use of concise language and a focus on client win themes.

### **In return we will offer you -**

Minimum of 33 days holiday (inc. bank holidays)

Generous contributory pension scheme

People focused culture with great communication and development opportunities.

A wide range of workplace wellbeing services

Electric Car Scheme

Employee shopping discount scheme

### **Key duties -**

Prepare internal and client facing presentation materials relating to the bids as required throughout the bid process ensuring that subject matter experts are well prepared on all client facing activities

Early identification of opportunities and frameworks that are relevant to our strategic goals and growth ambitions

Production of various reports on market trends, qualification of opportunities and win/loss analysis ensuring that the business is able to use this intelligence to continually improve

Lead and manage the bid team developing and encouraging proactive development of skills and capability allowing them to become self-sufficient in supporting bids and tenders

Facilitation of the bid lifecycle and internal governance stages from qualification through to handover in to service

Log and track risk, assumptions and opportunities throughout the tender process, highlighting areas of concern with the Commercial Director

### **What we need from you –**

Experience of HMG G-Cloud and RM Frameworks is highly desirable

2-3 years relevant professional background and proven credibility in the field

Deep understanding of procurement/bid legislation ensuring compliance with relevant statutory regulations and best practice

Evidence of excellent communication and presentation skills with the ability to present and pitch to customers and internal stakeholders confidently

An extensive experience of sales and customer engagement approaches delivered to a high level

### **About Cantium Business Solutions**

Cantium Business Solutions is a back-office services provider established by Kent County Council. They partner with local government, education and private sectors to understand their

business needs and challenges and provide tailored solutions. Their focus on insight and collaboration ensures that they remain connected to these organisations to enhance their key business priorities such as such as IT strategy and architecture, project management and fully managed IT services.

We recognise that work isn't just somewhere you go for a set number of hours. Work is something we do. "Cantium Working" is our vision of the behaviours and attitudes inherent in 'agile' working. As a business we are committed to providing a flexible approach to when, where and how our staff work. Cantium working enables you to work in the way which best balances personal and work life – helping you achieve a great work life balance.

### **About Commercial Services Group**

Commercial Services Group (CSG) is one of the largest providers of public sector and education procurement and support services globally, with revenues of c£600M, 1,800 staff across 25 trading brands, providing services ranging from: HR Services, IT Services, Energy, Education Resources, Procurement and many more.

Wholly owned by Kent County Council, CSG supports over 15,000 customers in 86 countries and collaborates with a supply chain of c1,000 suppliers.

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