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Bid Manager

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Company: LexisNexis Risk Solutions

Location: United Kingdom

Category: other-general

Bid Manager FTC 1 Year - Remote About the Business: LexisNexis Risk Solutions is the essential partner in the assessment of risk. Within our Business Services vertical, we offer a multitude of solutions focused on helping businesses of all sizes drive higher revenue growth, maximize operational efficiencies, and improve customer experience. Our solutions help our customers solve difficult problems in the areas of Anti-Money Laundering/Counter Terrorist Financing, Identity Authentication & Verification, Fraud and Credit Risk mitigation and Customer Data Management. You can learn more about LexisNexis Risk at the link below, risk.lexisnexis.com About our Team: You will be part of a small team managing the end to end bid process for LexisNexis Risk Solutions. About the Role: Manage the development and production of persuasive, compliant and timely proposal responses. This will include customer requests for information (RFI), requests for proposals/tenders (RFPs) and other procurement requests. You will working in support of the UK and International sales organisations. Responsibilities Leading the overall end-to-end process. This includes assembling a bid team, RFP analysis, bid/no bid decisions, proposal timelines, proposal outlines, win strategy development and developing and writing proposal responses. Developing and employing tools to ensure the response is fully compliant with the requirements of the RFP. Identifying win themes and key identifiers that position LNRS as the preferred provider for content, technology and analytical solutions Developing and maintaining working knowledge of products, services and solutions; business strategies and competition Coordinating inputs from a variety of functional areas such as pricing, legal, contracts, product, technical, information security, and marketing Tracking and manage metrics

for wins/losses Requirements Demonstrate significant bid management experience Show proficiency in writing, editing and desktop publishing using MS Office products Demonstrate excellent business communication and project management skills Demonstrate analytical skills with the ability to solve business issues and build solutions Show ability to collaborate closely and effectively with sales and other team members, whilst managing multiple and complex bids/projects concurrently Able to work under bid deadlines and produce high-quality work Learn more about the LexisNexis Risk team and how we work here

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