



SPEYHAWK LTD

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Bid Manager

Description

Bid Manager | Specialist Contractor | Fit Out Sector | London

Up to £80,000 plus, health, pension, travel and bonus incentive

Our client is a highly successful specialist contractor operating in the luxury development sector in London. As part of their planned expansion they are looking for a Bid Manager or Client Relations Manager with experience in an allied fit out field and use to selling into their target market of bespoke kitchens, bathrooms, flooring, joinery specialists.

The position will include managing all aspects of tender submissions up to commencement on site, including working closely with clients, sub contractors and their supply chain to bring bids to a successful close.

The main duties and responsibilities of the Bid Manager will include:

- Putting together skilled bid submissions in collaboration with the Estimating and Business Development team
- Resource Planning
- Bid management
- Design evaluation, value engineering and feasibility exercises
- Representing the company during the lead-in phase of contracts
- Liaise/negotiate with major/partnered specialist subcontractors
- Builds strong relationships with all stakeholders and close deals.
- Responsible for an annual budget of between £10m and £15m.

This is an office-based position and would suit someone from a specialist Contracting or Supplier environment who is use to selling into contractors and looking to develop their career from a Sales, Client Management or Bid Management background.

Please apply below or upload your CV in the strictest of confidence through our website quoting the reference: JP948 Bid Manager

Bid Manager – Proposals Manager – Client Relations Manager – Sales Manager

Hiring organization

Speyhawk Ltd

Employment Type

Full-time

Industry

Construction

Job Location

City of London, London, United Kingdom

Base Salary

£ 75000 - £ 80000

Date posted

5th September 2024

Valid through

13.10.2024