

# In the company of... SOLVERS



<b>Business area:</b> Transportation
<b>Requirements:</b> On track to achieve a minimum 2.2 Bachelors/BEng degree or 2.2 Masters/Meng in Project Management, Business, Marketing, Other (most degree disciplines considered).
<b>Our teams and what they do</b>
<p><b>Win Work</b></p> <p><b>Industrial Placement Location:</b> Manchester</p> <p>The Win Work team is an integral part of the Business Development team, working across our Transportation markets and practices to drive responsible growth. The team works on large scale bids for transportation projects and is responsible for securing lucrative work for the business.</p> <p>As a valued member of our team, you'll gain exposure to the fundamentals of business development and business strategy and work with fantastic bid teams across the business. Your role will involve working with bid managers to prepare submissions, preparing research and client intelligence documents in advance of tender opportunities, contributing to the 'smarter bidding' drive and bidding best practice initiatives to improve quality, cost-effectiveness, system compliance and the success of all bid submissions. You will also have the opportunity to assist the Win Work team in monitoring and maintaining future pipeline in order to track longer-term business opportunities in key client and market sectors.</p> <p>You will be bidding on a range of challenging and exciting infrastructure projects across the UK for our key clients such as HS2 and National Highways. We work collaboratively across the UK, so you'll be involved in bids/projects with colleagues from a variety of backgrounds and cultures.</p> <p>Key duties include:</p> <ul style="list-style-type: none"> <li>Assisting the Win Work Team in monitoring and maintaining the bid pipeline to track longer-term business opportunities in key client and market sectors so that team can respond accordingly</li> <li>Assisting bid managers in preparing must-win bid submissions from pre-qualification questionnaires through to preparing tender documents. Bid work involves close working with colleagues from across the business, including senior staff and directors, which requires excellent communication skills</li> <li>Oversee elements of the knowledge management process including collecting and maintaining up-to-date project case studies, exemplar answers, client references and testimonials</li> <li>Co-ordinating, maintaining and updating a portfolio of current bidding material stored on a MS SharePoint site</li> <li>Create and understand business reports in PowerBI to assist Market Directors</li> </ul>
<b>To apply, please return to the main job specification</b>