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My experience has been gained across multi million pound contracts and business streams; with a background in engineering and project management, I have attained considerable commercial and financial experience; that has developed from the rail sector into local government, highways and utilities sector.

I am experienced in leading high performing efficient bid teams delivering continual improvement through the ability to inspire and develop multi-discipline teams to deliver consistent results. Increasing success conversion rates accomplished through understanding the markets our clients are operating in, listening to their requirements whilst putting forward solutions from the companies I have operated in with the teams. Achieving the right results for clients, while focusing on goals and milestones underpinned by the right culture, has been invaluable when engaging with customers and stakeholders via formal & informal dialogue. This has all been underpinned by my drive to win for the company I work for and enable our teams to win.

Key Achievements

- Securing HS2 Enabling Works North while representing J Murphy & Sons (senior bid manager) on Laing O'Rourke Murphy joint venture (LMJV) with the fantastic joint venture team. (£300m)
- Responsible for the successful rebid of Calderdale Highways Contract through extensive Client engagement and with my team we bid within budget and ahead of time. (£120m)
- Gained successful Sheffield Highways PFI bid with an overseeing role for operational and consultancy teams. (£2bn)
- Gained Gloucestershire client buy in to Amey pre PQQ (one year before PQQ) won by Amey. (£130m)
- Client buy-in for use of new technology; the first city to have LED lighting across residential and traffic routes on Sheffield Highways PFI.
- Winning solutions delivered for Birmingham PFI and Sheffield PFI through close liaison with chosen manufacturers and their in house designers.
- Gained Local Government Client trust on Hertfordshire Highways Contract within the street lighting service stream, taking it from a loss to break even; through team buy in to the change in service delivery methods.
- All projects undertaken within Rail delivered more than the originally tendered margin with my teams.
- I also feel that knowing my team members have progressed and achieved in their careers and have said it was through the assistance, guidance and training I have given is a great feeling.

Career Summary**November 2018 to present****Director****ZAvi Consulting Ltd**

- Interested in short-term opportunities such as bid management, dialogue and interview preparation, client engagement and positioning, solution development and reviews, delivery of bid process redesign and team reviews, general writing.

July 2018 to November 2018**UK Region Bid Manager****Optilan UK Ltd**

- Lead manage and co-ordinate all aspects of a bid ensuring that high quality, competitive bids are delivered to the customer consistent with the existing process and procedures.
- Safeguarding the sales team deliver the required level of detail about the bids within a timely manner.
- Successful management of a specific opportunity into Stage 2 within a tight schedule.
- Managing multi-disciplinary bids £50m and above

January 2017 to July 2018**Senior Bid Manager****J Murphy & Sons**

- Securing Enabling Works with Hammerson Standard Life for Brent Cross Re-Development.
- Securing Utilities Framework with CSjv HS2 Enabling Works South and on-going work package presentations and submissions.
- Leading a number of bid teams across various sectors in highly commercial client facing role continually pursuing the winning edge
- Working with partners, sub contractors and suppliers overseeing the strategic goals are met while ensuring the solution is compliant commercially, technically and has board approval to submit.

Christmas 2016 (Contract)**Director ZAvi Consulting Ltd****Electrical Testing Ltd**

- Quality submission assisted in securing the Structural and Electrical Testing of Street Furniture and Luminaires for The City of Edinburgh Council.

August 2015 – January 2017 (LM / LFM JV HS2 Submissions)

Senior Bid Manager

via Agency for J Murphy & Sons

- Responsible for enabling our specialist resources team of over 70 to deliver the required standard of submissions within budget and time for HS2 Enabling Works N1, N2, C1 and HS2 Main Works N1, N2 & C1 along with the 2 JV bid managers as the “Submissions Team”. Providing bid management support in developing and reviewing written solutions provided by our specialist resources, implementing a different way of reviewing with specialist resources and JV Directors to deliver consistent cultural themes across all submissions that all interlinked with the JV boards vision of service delivery and our culture.
- Securing HS2 Enabling Works North while representing J Murphy & Sons in the Submissions Team as part of J Murphy & Sons on Laing O'Rourke, FCC Construction, J Murphy & Son joint ventures (LM and LFM JV).

2015 – to present

Director

ZAvi Consulting Ltd

June 2014 – July 2015

Strategic Bid Manager

Colas

- Responsible for a team of 7 including bid managers, writers and coordinators.
- Implementation of new processes as part of best practice via APMP.
- Repair and Upgrade for Gibraltar Airport Runway/Airfield Ground Lighting project.
- Responsible for East Sussex Highways Infrastructure Services Contract on going (£210m).

Develop effective bid support strategies and solutions aligned to company objectives to support Major strategic bidding and wider business opportunities. Lead and direct the bid management and proposal team ensuring that effective and relevant inputs and information is provided for strategic bidding that relates to technical support/solutions, bid/technical writing and administration. The effective implementation and maintenance of data bases and their systems that supports the Strategy, Bidding, Procurement and Commercial Bidding Teams. Allocation of all resources to support strategic and non-strategic bidding activities. Providing bid management support in developing and reviewing written solutions provided by others. Conduct an annual review of relevant processes and protocols are implemented within the strategic services support team. Measure the effectiveness of the strategic services support team through a performance management framework. Facilitate and where appropriate deliver training and development needs for members of the strategic services support team. Ongoing review of lessons learnt from previous submissions are collated and documented so that reviews and appropriate action can be implemented.

2013 - 2014

Business Manager

Volker Highways

- Business Development for up and coming Contracts generating new opportunity leads and attending initial meetings to engage prospective clients in our offer and excite them about the company capabilities, local knowledge, understanding of their business. Whilst managing resources best suited to address clients need.
- Bid Milton Keynes Highways contract (£200m).

Generate new business including; identifying new business opportunities, developing long-term client relationships, identifying resources best suited to client need, supporting the development of specialist services. Assist in bidding activity at various times, Influence marketing strategy and assisting in creating marketing literature, website & social media content, articles, working with promotional bodies, and attending conferences, exhibitions, seminars and other events as company representation.

2011- 2013

Principal Bid Manager

Amey LG

- Responsible for a team of 4 bid managers and coordinators and then various sizes of bid teams depending on the size of opportunity.
- Part of the senior management team who won Sheffield Highways Maintenance PFI (£2bn).
- Responsible for Calderdale Highways Contract incumbent re win (£120m).
- Responsible for Gloucestershire Highways (£130m).
- Appropriate use of resources within the Bid Teams to provide optimal support for the business.
- Bids delivered to the required timescales and budget with various team sizes.

- Pre-client liaison for various up and coming bids and looking at initial solutions to deliver client requirements.

Responsible for directing, delivering, negotiating and winning bids with multidisciplinary teams of various sizes, while overseeing winning proposals that deliver the client's expectations and support the business' growth strategy. Through leading negotiations at each stage of the bid, from tender through to final negotiation, and contribute to the business development of emerging multi million pound opportunities. Accountable for bid teams engaging all stakeholders from the project launch to check the best solution is developed and enabling the integration from bid team members and correct structure to deliver the bids as required, identify and retain resources to deliver bids, including external resources that might be required, agreeing terms of engagement. Management of the client relationship and acting as key point of contact for the client at the most senior level. Production of detailed bid document plans to drive continuous improvement across services delivered embracing new technology and looking at where we could gain competitive advantages. Facilitating lessons learnt with bid managers to assist future bid planning and continuous improvement in winning.

2010 - 2011

Bid Manager

Amey LG

- Responsible for a team of 20 specialist resources.
- Responsible for Street Lighting solution within Sheffield Highways Maintenance PFI (£118m).
- Overseeing the delivery of the Traffic Signals and ITS solution of Sheffield Highways Maintenance PFI (£40m).
- All bid elements delivered to time and budget.

Responsible for implementing the company strategic plan, Overseeing business performance, working alongside Business Development teams to bring in new bids, Managing and leading various bid teams and business processes, Resource Planning, Delivering KPI's, Delivering tangible business results, Creating the conditions for customer success, Promote the customer, adapt and innovate customer solutions, Deliver a winning culture through the teams with determination to exceed, taking ownership and accountability for their work, building relationships and displaying high standards of professionalism.

2009 - 2010

Network Manager Electrical

Street Lighting PFI Bid

Amey LG

- Sheffield PFI responsible for a team of 20 specialist resources.
- Sheffield PFI member of the Senior Management Team. Owning the Street lighting element and overseeing Traffic Signals and ITS element as well as management of consultant resources.
- Initial build up for Street lighting on Isle of Wight Highways PFI
- Mobilisation for Birmingham Highways PFI.

2005 - 2009

Network Manager Electrical

Hertfordshire/Bedfordshire Highways/TfL HMWC & PFI Bidding

Amey LG

- Responsible for delivery of Hertfordshire, Bedfordshire & TfL North Highways Street Lighting element of the highways contracts approximately 200,000 units and consisting of both maintenance, refurbishment and schemes.
- Responsible for a team of 80 across the three contracts.
- Hertfordshire Budgetary Control of circa £10m.
- Hertfordshire responsible for a team of 100 initially which was streamlined.
- Achieved a step change in performance within street lighting whilst reducing the size of the team and gaining the buy in from the client on the delivery of works.
- Hertfordshire largest street lighting contract elements within a highways maintenance contract numbering approx. 140,000 units and consisting of both maintenance and refurbishment.
- Bedfordshire budgetary Control of circa £4.5m.
- Bedfordshire responsible for a team of 15.
- Transport for London North budgetary Control of circa £4m.
- Transport for London North responsible for a team of 15.
- Working within bidding and part of the mobilisation team for Birmingham Highways PFI and then part of the senior management team for Sheffield Highways PFI Bid looking after Street Lighting, Traffic

Signals & ITS with input into the overall Highways bid with a team of 20 as well as management of consultant resources.

Required to manage multi-disciplinary teams working at different project locations. Working closely with Client, Operations teams, Contractors, Commercial, Legal, Health, Safety Environmental, Performance, Emergency Response, Designers, Insurance, Group Purchasing to ensure contracts are managed & delivered effectively. Working as part of a senior contract management team with other Network Managers. As well as maintenance & new schemes we provided a 24/7 response with the highest standard of service supported by subcontractors. Manage and development of professional and effective operational teams ensuring objectives were set, monitored and achieved. Contributing to commercial success and operational delivery by managing costs, auditing sites and achieving service improvements. Scheduling works and teams to optimise efficiency whilst maintaining and fostering a strong health & safety culture. Finding workable solutions to problems as they arise with a can do attitude to inspire lead and motivate teams effectively with an eye for detail. Communicating at multi levels with teams and clients and management of safe systems of work associated with the role and work environment.

2001 - 2005

Project Manager

Amey I.S.

- Responsible for various team sizes from 20 to 100 and reporting to the Project Director/Business Manager dependent on projects.
- Responsible for the delivery of a number of rail based projects for Network Rail and a variety of Principal Contractors with varying budgets of typically £2m. All projects included design, installation, test and commissioning.
- Facilitating resolutions on technical issues with the team to minimise or eliminate impact on delivery to Clients. Whilst managing multi discipline teams, who were based across numerous site offices miles apart.

Liaising with the client, contractors and designers, Attending meetings and drafting minutes, Preparing written project communication materials, Preparing formal project progress and other reports, Establishing effective processes and systems to be utilised throughout the project, Conducting background research, data collection and benchmarking, Tracking and documenting changes, Producing project plans, Monitoring and documenting project progress and other performance indicators, Preparing presentation materials for client pitches, Inputting key information into the internal data management system and project team resourcing.

1998 - 2001

Project Manager

- Management of team sizes varied depending on the projects being undertaken.
- Working within the Project installation Group as part of the Turnkey Transmission Engineering Department involved in the Project Management of network installation throughout United Kingdom. Clients included Fibreway Ltd, Norweb, Torch Telecom, and Global One.
- Management of installation of £11.7m budget which involved Route planning, client liaison, representation at regulatory bodies, easement negotiation and network development based at various sites throughout UK.

1997 - 1998

Project Engineer

ICL PLC.

4 Months

SDH Installation

3 Months

SDH testing & commissioning

3 Months

Project Office

Education & Qualifications

Foundation Level (APMP uk)

Green Belt Six Sigma (Small Piece)

Diploma in Applied Management (University of Warwick – Business School)

A Level

GCSEs

Additional Courses

First Aid

CDM refresher

TOPSET Risk Assessment & Method Statement writing

Tube Lines fire safety

Personal Interests

Ladies Circle Great Britain and Ireland is a charitable association and is a large part of my social life. I was National President of Ladies Circle GB&I 2015/2016 (CEO) where I was able to implement strategies for the future with my exec team of 7 along with area councillors and members (circa 2,000) as well as raising over £19k for Round Table Childrens Wish. The association operates locally, nationally and internationally providing opportunities to meet people at home and abroad. I enjoy various sports, most recently our team of 12 raised over £4k for breast cancer whilst walking.