

Zoë Kate Gaskill CF.APMP

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A high-achieving **Senior Bid Manager** with 20+ years' experience of **Bid and Project Management** in the **Rail, Local Government, Construction, Highways and Utilities sectors**. Has significant experience of multi-million pound contracts and business streams, and demonstrates considerable engineering, commercial and financial acumen.

Regularly leads high-performing bid teams and delivers continuous improvement. Inspires and develops multi-discipline teams to give consistent results. Has consistently increased success conversion rates through her understanding of her clients' markets. Well-developed listening and problem-solving skills. Clear and transparent focus on goals and milestones with customers and stakeholders via both formal & informal dialogue.

An acknowledged safe pair of hands. Articulate, capable and genuine. Outstanding interpersonal skills, using listening, humour and clear, direct communication. Mature and professional. Willing to learn and develop.

KEY ACHIEVEMENTS

- Involved in bidding for multi-million pound contracts (managing bid strategy, client engagement, resources, budget, content, pricing, timescales and submission). Won the following:
 - £500m Future Valleys A465 Heads of Valleys project (last 18km leg)
 - £300m HS2 Enabling Works North for J Murphy & Sons on Laing O'Rourke Murphy joint venture (LMJV)
 - £120m Calderdale Highways Contract (the successful rebid won through extensive client engagement and was within budget and ahead of time.
 - £2bn Sheffield Highways PFI bid, overseeing the operational and consultancy teams.
 - £130m Amey pre-PQQ (one year previously) Gloucestershire client
- Achieved client buy-in for use of new technology; the first city to have LED lighting across residential and traffic routes on Sheffield Highways PFI.
- Moved Hertfordshire Highways street lighting service stream from a loss to break even by implementing a change in service delivery methods, and gaining Local Government client trust

CAREER HISTORY

ZAvi Consulting Ltd

2018 to present

Director

Decided to set up my own business and secured a range of interim, short term contracts with various clients across Bid Management, Business Development, Bid Reviews, Bid Writing, and Implementing best practice systems and processes. Assignments include:

- Won the bid for last 18km leg of the £500m Future Valleys A465 Heads of Valleys project for Griffiths in Abergavenny, quickly refocusing the bid over 9 months by collating O&M responses and ensuring consistent formatting/graphics throughout.
- Won a £3m 4-year Electrical and Structural Testing of Street Lighting Columns and related remedial works, by understanding City of Edinburgh Council's commitment to environmental issues.
- Managed multi-disciplinary bids £50+m, advising on bid qualification, reduced bidding timescales by setting up best-practice systems and processes for bidding and giving access to relevant information and meeting bid deadlines.
- Managed various technical bids from qualification to submission.

J Murphy & Sons

2015 - 2018

Senior Bid Manager

2017 - 2018

- Won £60m Enabling Works with Hammerson Standard Life for Brent Cross Re-Development, being re-engaged for follow-on work and providing bid management for utilities and roadworks, solution design, road reconfiguration plans, pricing and submission.
- Secured Utilities Framework with CSJv HS2 Enabling Works South and on-going work package presentations and submissions, managing the supply chain bid for London Kings Cross Station.

Senior Bid Manager (Bid Lead) LM / LFM JV HS2 Submissions

2015-2017

- Delivered submission within budget and time for HS2 Enabling Works N1, N2, C1 and HS2 Main Works N1, N2 & C1, managing the 70-strong specialist resources team and suggesting a collaboration between main and subsidiary teams, ultimately achieving consistent cultural themes across all submissions that met the JV board's vision of service delivery and culture.
- Securing HS2 Enabling Works North by developing a collaborative culture within both bid and implementation, taking additional time to research and implement processes and best practice that worked for the team.

Colas

2014-2015

Strategic Bid Manager

- Implementation of new processes as part of best practice via APMP.
- Measured the effectiveness of the strategic services support team through a performance management framework.
- Ongoing review of lessons learnt from previous submissions are collated and documented so that reviews and appropriate action can be implemented.
- Projects included: Repair and Upgrade for Gibraltar Airport Runway/Airfield Resurfacing & Ground Lighting (circa £7m) and East Sussex Highways Infrastructure Services Contract (£210m).

Volker Highways

2013-2014

Business Manager

- New opportunity leads circa (£100m - £200m) and attended initial meetings to engage prospective clients in our offer and excite them about the company capabilities, local knowledge, understanding of their business.
- Influenced marketing strategy and assisted with creating marketing literature, website & social media content and articles; worked with promotional bodies, attended conferences, exhibitions, seminars and other events as company representation.
- Milton Keynes Highways contract (£200m), through responding to environmental concerns, client future vision and current highways plan.

Amey LG

2011- 2013

Principal Bid Manager

- Part of the senior management team who won £2bn Sheffield Highways Maintenance PFI.
- Responsible for £120m Calderdale Highways Contract incumbent re-win.
- Won £130m Gloucestershire Highways bid to manage, maintain and deliver new works for highways, street lighting and arboriculture.

- Led negotiations at each stage of bids, through a team of 7 bid managers/coordinators and virtual bid teams, from tender through to final negotiation, and contributed to the business development of emerging multi million pound opportunities.

EARLY CAREER

Bid Manager, Amey LG	2010 - 2011
Network Manager Electrical, Amey LG	2005 - 2010
Project Manager, Amey I.S.	2001 - 2005
Project Manager	1998 - 2001
Project Engineer, ICL plc	1997 - 1998

QUALIFICATIONS

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

CF.APMP Foundation Level Certification, Association of Proposal Management Professionals

Green Belt Six Sigma (Small Piece)

CDM refresher

TOPSET Risk Assessment & Method Statement writing

First Aid

INTERESTS

National President of National Association of Ladies Circle GB&I 2015/2016 (CEO) and achieved implementation of strategies for the future, by working with a 7-strong Executive Team, area councillors and c.2,000 members. Together we raised over £20k for Round Table Children's Wish in 2015/2016.

Additional interests include travel (having been to Hong Kong, Sri Lanka, Finland, Netherlands, Iceland, USA, Mauritius etc), and sport (such as swimming, walking and gym classes)

Summer 2020 currently setting up "Virtual Agora Club UK" which is planned to go live Autumn 2020.