

## **Who we are**

The company was founded in 2007 and is committed to improving the relationship between technology and clinical practice. They have been involved in some of the largest healthcare projects in the world, with clients ranging from the NHS to the Singapore government. However, they are equally involved in supporting smaller projects and have worked extensively with individual trusts or organizations on bespoke, local projects.

Activities fall into three categories: offering technical consulting on architecture and IT strategy, providing agile delivery and DevOps services, and creating innovative healthcare IT solutions. Naturally, these areas overlap, and one of the main strengths of our company is that we have experience across all stages of an IT delivery program, from the initial strategy and architecture to implementing an appropriate solution that will achieve your organization's specific aims.

We've enjoyed rapid growth over the past two years, with this opportunity to join us falling at a really exciting time. In addition to our steep growth trajectory, we've recently become an Employee Owned company, meaning you'll have a direct say and share in the success of the company. We're also increasingly expanding our business focus on activities outside Healthcare, widening our Tech for Good mission to deliver services that are not just good for patients, but good for citizens.

## **What you will be doing**

- Leading the bid function and engaging the wider business to get buy in to deliver identified improvements and ways of working

- Defining the go to market strategy for non healthcare bids

- Identifying tender opportunities and facilitating bid/no bid decisions

- End to end bid process management

- Establishment of the team together to oversee the bid

- Overseeing the team during the bid process and making sure deadlines are met

- Working with key staff within the company to obtain the information required to compile the bid (this could include Delivery Managers, Business Analysts, Technical Architects, Designers, Developers, and Testers)

- Researching, holding workshops, writing and checking bid responses

- Creating bid folders, making documentation accessible, and creating response documents

- Analysing bid feedback and evolving a successful strategy for winning, including identifying the unique selling points of the company alongside tender requirements

- Building relationships with specialist suppliers and subcontractors with support from Commercial colleagues

- Responding to clients' requests before, during, and after the bid has been submitted

- On award of a successful bid, briefing internal stakeholders such as HR, Resourcing and the teams carrying out the project work

- Framework management and engagement with Buyers via monthly Buyer 1 to 1's.

## **Essential Skills/Attributes/Experience**

Previous experience in bid writing/management and procurement frameworks  
Proven success in Public Sector bidding  
A good understanding of a tech environment  
Excellent written and verbal communication skills and an interest in writing  
Interviewing and presentation skills  
Research and Analytical skills  
Creative and innovative thinking  
Stakeholder Management - relationship-building and influencing skills  
Commercial acumen  
Team Working skills  
Attention to detail  
Growth mindset

### **Desirable**

Knowledge/experience in the health and care technology sector  
Knowledge/experience of bidding in the health and care technology sector  
Knowledge/experience of Agile methodologies  
Knowledge/experience in Software Engineering  
Business Analysis skills

### **What we can offer**

<https://airelogic.com/>

- 25 days holiday per annum rising to 30 days after 7 years service;
- EOT bonus (up to £3,600 of which is tax free) in addition to generous discretionary annual bonus;
- Above average pension scheme
- Death in service scheme
- Workplace wellness scheme through Plumm Health;
- Aire Time - Aire Logic's personal development and social value framework, enabling our staff to take paid time out of work to pursue career development or invest in their local communities;
- Free Yoga classes; cycle to work scheme; wellness days
- Friendly team and regular social events, including our famous annual away weekends and beer fridge Fridays;
- Experience of working in a fast growing, innovative company
- Interesting / challenging projects always in the tech4good realm
- Flexible, inclusive working conditions including elements like shared parental leave.
- City centre locations, near to the train station.
- Unrivalled company culture (don't take our word for it, our overall score on Glassdoor is 4.8 and 98% of reviewers would recommend us to a friend)