



résumé

Beverley Varley

Beverley has developed her wide ranging bid management and marketing skills and experience over the past 20 years in senior roles with public and private sector organisations in the UK and overseas.

For the past four years she has been working as a contracted project and bid manager, using Prince 2 project management methodology to improve outputs for clients in a range of sectors. These include: facilities management, focussing on local authority housing maintenance provision; highway maintenance material suppliers; and IT infrastructure providers.

During her time with Jarvis, Beverley undertook bids for rail renewals, maintenance and communications; rail plant; highway maintenance; primary health; Agilisys ICT; and fleet management business units within the company. Contract types included traditional, partnered, PPP, PFI and NHS LIFT schemes, with bid values ranging from £ 1m to £ 500m+.

At Miller Construction she co-ordinated the outputs of the national bid team, which was dispersed over five regions, improving the quality of the company's bids, marketing initiatives and bid collateral. She managed key national bids and was pivotal in successfully initiating and establishing improvements in several operational areas supporting bid management, marketing and sales.

What Beverley would bring to your team

Beverley provides strong vision and leadership to any team. Her role encompasses team and stakeholder management; planning; risk management; team and meeting facilitation; implementation/rollout; control and reporting mechanism development; information flow and data management; and clear communication with all levels of staff, to ensure project delivery to non-negotiable deadlines.

- Bid leadership, strategy and management
- Tender response development
- Work winning process improvement
- Business development strategy and marketing solutions



EXAMPLE ASSIGNMENTS:

- M25 Underbridge, Cobham
- Northumbrian Water Framework AMP 5
- Crossrail Station Advance Works
- National Football Centre
- Sainsbury's Mixed Use Development
- Nexus Metro
- Hinkley Point C Preliminary Works
- Procure 21+ Framework
- North West Hub Buildings Framework
- City Regeneration PFI
- Combined maintenance and Decent Homes services for local authorities and housing associations UK-wide
- Fibre infrastructure and communications for The National Grid
- NHS ISPP
- Brent Civic Centre, North London