



# résumé

## Ian Skinmore

Before joining the PCS team Ian worked in a Bid Director role for Kajima Partnerships Ltd on their successful bid for the Gloucestershire Police Authority PFI 2 project; and Willmott Dixon Construction Ltd on two BSF projects in London where he led the Partnering workstream.

Ian has been particularly successful at delivering results across the BSF sector. Ian joined Land Securities Trillium (LST) and Mill Group in April 2006 as an associate Director and Project Director on UK BSF projects. He was appointed Project Director for LST's successful bid for the Kent BSF Project, reporting to the Group COO. He was responsible for the management of a 125+ team from OJEU right through to Financial Close. Ian led the financial close process.

### What Ian would bring to your team

Ian is an ambitious and motivated business professional. He thrives under pressure and consistently over-achieves in bidding environments. He quickly instils confidence in a team, is a focused individual, and can keep a clear head under pressure. He has a fantastic work ethic and a great sense of humour.

Particular strengths include:

- Bid strategy and management
- Bid team leadership
- Tender response development
- Client and stakeholder liaison management
- Commercial
- Estimating
- Planning



### EXAMPLE ASSIGNMENTS:

- Heathrow Terminal 2A Multi-Storey Car Park
- Lambeth BSF
- Wandsworth BSF
- Birmingham University BIAD Plot 35 Development
- West Yorkshire Police PFI
- Avon & Somerset Police PFI
- Sheffield Northern General Hospital PFI
- Brentwood Community Hospital PFI
- Kent Building Schools for the Future
- Gloucester Police Authority PFI