



résumé

Katherine Bew

Katherine is a director of PCS. She is formally marketing trained and brings twenty years construction bidding experience to deliver excellent tenders. She inspires teams, encouraging them to work cohesively to win the bid. Using her leadership skills and lively personality, Katherine makes a significant contribution to group workshops and activities where leadership and determination to complete are paramount.

She has been involved in all aspects of business development and particularly enjoys assisting clients with the strategic review, development and implementation of marketing strategies and business improvement plans.

What Katherine would bring to your team

Katherine is familiar with all aspects of the work winning process from project identification through to prequalification and tender processes. With a working knowledge of most procurement routes, including PFI, PPP, ECI and D&B, she has assisted bid teams active in most sectors, including transport, health, defence, education and public buildings.

Her energy and enthusiasm help drive teams to successful outcomes. She adds value to bid teams by providing practical help, support and input in areas including:

- Bid strategy and management
- Team co-ordination and management
- Work winning process improvement
- Client objectives, requirements and evaluation processes
- Tender review and improvement
- Technical authoring, editing and proof reading
- Document control, production and co-ordination
- Business development strategy and solutions



EXAMPLE ASSIGNMENTS:

- Company Marketing Plans
- M25 Underbridge, Cobham
- Guernsey Airport Pavement Rehabilitation
- Hinkley Point C Main Civils Works & Preliminary Works
- Corporate Brochures and Presentations
- Wexford PPP Roads
- El Teniente Mining Tunnels, Chile
- Dundee Central Waterfront
- Midlands Highways Alliance Framework
- Birmingham Box Phases 1 & 2
- M1 Widening J25-28
- East London Line Extension
- Olympics Infrastructure
- Water Sector – AMP 5
- Highways Agency CAT Submissions
- Defence Academy Academic Provider