



# résumé

## Simon Cunnington

Simon has worked on construction tenders and marketing with PCS since 2002. His experience spans a wide range of clients, market sectors and procurement routes.

He enjoys joining established and new teams and working with those involved at all levels of an organisation. He adapts quickly to new environments and challenges and is able to deliver in demanding situations whilst remaining positive and retaining a sense of fun.

In addition to working on bids, Simon also draws on previous roles in marketing and media management to support PCS clients with their broader business development and work winning activities.

### What Simon would bring to your team

Our clients employ Simon as a full time submission manager or as a flexible writing resource to develop, review and improve tender responses for winning bids.

Simon is able to combine significant experience of managing the delivery of bids with writing and improvement skills to great effect throughout the tender programme. He has excellent organisational skills, communicates spoken and written ideas effectively and has a strong understanding both of the bidding process and client requirements.

Core skills include:

- Submission management
- Tender response development
- Document review and improvement
- Business development



### EXAMPLE ASSIGNMENTS:

- M25 Interchange, Cobham
- Hinkley Point C Marine Works, Main Civils Works and Preliminary Earthworks
- Redcar & Cleveland Highways Maintenance
- Camden BSF
- El Teniente Mining Tunnels, Chile
- Midlands Highways Alliance
- Highways Agency NMPF – Managed Motorways
- Sandwell Waste PFI
- A11 ECI Scheme
- Thames Tideway Lee Tunnel
- A14 ECI Scheme
- Olympic Park Remediation
- Thameslink Rail Franchise