**Steve Smith**

**Consultant Bid Manager, Canford Farm Consulting**

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**Profile**

Personable, professional bid and tender writer, manager and reviewer, financial modeller and business planner. Significant senior operations and management experience across business services, voluntary sector and healthcare complement bid management skills. Elected City Councillor in Bristol, magistrate and volunteer.

**Key Skills**

**Bid Management –** Specialist bid / tender manager with experience in facilities management, business services, local authority and NHS; track record of creating compelling and successful tender submissions for both contracts and funding applications. Several years as a bid specialist in FTSE100 companies combined with leadership and commercial roles in SME / voluntary sector.

**Strategy development –** Skilled in cutting through complexity to understand client requirements and develop business plans, financial models and proposals. Designed costed ground-up proposals to deliver FM services in PFI bids, and developed new business ventures as a charity CEO.

**Cost / financial modelling –** Creates realistic and accurate plans and financial models to support business planning and tenders.

**Leadership –** Experienced leader of large and small teams in a variety of sectors, including bringing together senior professionals on bid / business development projects.

***“Because of his great skills to organise the approach to the bid and writing the essential parts of it we were able to win the tender”* –** Green Valleys Health

**Consultancy Assignments**

**September 2019 Bid Perfect** Short assignment as an associate with Bid Perfect Ltd supporting their client with a bid for social work services to a London Borough

**Pre-Consultancy Career**

**April – September 2019 Commercial Director One Care (BNSSG) Ltd**

*A short term role in the executive team having been a non-exec director of the business previously.*

**Sept 2016 – April 2019 Non-Executive Director One Care (BNSSG) Ltd**

*Elected by peers to the board of a company owned by 90 GP practices across the region*

* Appointed by board colleagues to chair board meetings
* Instrumental in re-shaping the company to fit new locality-led CCG model
* Led with FD on successful renegotiation of a key contract
* Influential in board and organisational development, strategy and planning

**April 2017 – April 2019 Executive Manager Green Valleys Health**

*Promotion to head up the new group formed by the merger of two GP practices*

* Having successfully achieved legal merger of the two practices, led on full operational integration of the three sites involved
* Liaise with commissioners and other stakeholders to develop existing and new relationships on behalf of the new merged organisation
* Appoint and lead the management team responsible for day to day management
* Responsible for approx. 70 staff, P&L £3.3m, providing services to 23,000 patients

**Jan 2014 – March 2017 Practice Manager Emersons Green Medical Centre**

*Reported to GP partners. Recruited to undertake fixed-term contract, later received permanent role. Promoted following merger in April 2017.*

* Bid for and negotiated the renewal of the NHS contract, which was successful and secured 25 years’ worth of further business
* Led on a merger with another local GP practice to create Green Valleys Health
* Led day-to-day running of the business, including HR, finance, operations and IT

**Feb 2011 - Dec 2013 Chief Executive Young Bristol**

*Responsible to the board of trustees for delivering strategic leadership.*

* Created and led a consortium of charities to tender for council youth work contracts
* Successfully renewed the strategy and structure of the organisation.
* Developed branding and marketing collateral linked to fundraising strategy
* Managed the business case, investment and creation of a new outdoor activities centre

**Aug 2004 - Feb 2011 Project / Bid / Operations Manager Balfour Beatty**

*Initially appointed as a PFI Bid Manager, identified as a “rising star” and undertook various bid, operations and project management roles.*

* Developed successful tenders for several large public sector contracts up to £450m
* Led up to 120 staff dispersed across SW England through complicated business restructure, including many redundancies
* Led business projects including merger of two business units and acquisition and fit-out of a new regional office, completed on time and to budget

**Earlier Career**

Jul 2002 – Aug 2004 PFI Bid Manager Jarvis Workspace FM

**Education / Training**

**Education:** 2008 Certificate: Legal Studies The Open University

2000 BSc: Physics with Astrophysics UMIST (University of Manchester)

**Training:** 2015 ILM Level 7: Certificate in Strategic Leadership

2013 Young Foundation: “Preparing for Social Investment”

2012 College of Policing - “Leading Powerful Partnerships”

2011 Common Purpose “Meridian”

2009 PRINCE2 Practitioner, Bristol Management Centre

2004 HNC Facilities Management, Manchester College of Arts and Tech

**Voluntary / Community Roles**

**City Councillor** Elected in May 2018 as Councillor on Bristol City Council

**Magistrate** Magistrate on the Bristol bench.

**Scouting** Explorer Scout Leader and hillwalking instructor

**Blood Bike Rider** Advanced motorcycling qualification, delivering emergency blood, samples and equipment to hospitals and air ambulance bases