



résumé

Tim Abraham

Tim is an experienced bid consultant who uses his extensive construction background to deliver high quality, professional, customer-focussed proposals. He will add significant value to any bid, driving the process to create well written, high quality, engaging and compelling documents.

Tim has a very wide and varied background in the industry. Having worked with project management consultants and contractors onsite, both in the UK and overseas, he engages quickly and easily with construction professionals to understand customer requirements.

Highly motivated, flexible and responsive, Tim will use his strong project management and people skills to produce tangible results within even the most demanding timeframes.

What Tim would bring to your team

Tim has worked with public sector clients to structure tender documents and undertake contractor evaluation, experience which he uses when carrying out critical 'red team' reviews to strengthen bid submissions. This combined experience means Tim brings a unique and very valuable perspective to the tender development process.

Tim has taken projects in a range of sectors through the entire procurement process from initial concept to final handover to client. His understanding of the industry helps him improve the quality of individual bids and the bid process. His main areas of focus are:

- Understanding the customer and their key issues
- Delivering a customer-focussed bid
- Developing a clear win strategy
- Delivering clear, engaging, well written responses
- Developing powerful, compelling win themes
- Bid process improvement
- Bid review and improvement



EXAMPLE ASSIGNMENTS:

- Crossrail Contract C510 (Early access shafts Whitechapel & Liverpool Street Stations)
- Heathrow Terminal 2A Multi-Storey Car Park
- Heathrow Terminal 2 Energy Centre
- Crossrail Paddington Integrator Project
- Crossrail Contract C410 (Early access shafts Bond Street and Tottenham Court Road)
- M25 Underbridge, Cobham
- Defence infrastructure projects
- Review and assessment of major defence bids
- Defence housing projects