



résumé

Virginia Ainscough

A senior associate consultant with PCS, Virginia has extensive experience in bidding, sales, marketing and operations within the public and private sectors. She has successfully won and run multi-million pound contracts for clients, making her well respected at board level.

What Virginia would bring to your team

Virginia works well under pressure and consistently achieves clients' deadlines. Her first-class interpersonal and communication skills allow her to build and maintain good relationships with colleagues and clients alike.

Key achievements include:

- Introducing a successful bidding strategy, subsequently adopted worldwide by the UK's leading IT company
- Setting up and running bid teams for large, complex contracts for public sector and IT services/outsourcing. These teams often included staff from subcontractors/partners
- Bidding for – and winning – two major regeneration strategic services partnerships each worth more than £200million
- Successfully bidding a £65million high profile public sector contract that fundamentally changed the UK electricity industry
- Consistently exceeding multi-million pound sales targets and securing high value orders in her role as deputy sales manager for a successful sales team
- Managing and enhancing the quality of major tender submissions from £1million to £1billion in value
- Tender response development
- Sales strategy



EXAMPLE ASSIGNMENTS:

- AWE MENSA
- Hinkley Point C Earthworks & Preliminary Works & Main Civils Works
- Building for Wales 2 – PQQ
- M6 Heysham Link
- Glen Para Young Offenders Institution
- Featherstone Prison