



Fuuse

Empowered to
Achieve More

Job Description

Bid Manager
£40k



About Us

Based in Lancaster, Fuuse has rapidly established itself as one of the market leaders in the EV charging software industry. Powering electric vehicle charge points Fuuse is at the heart of one of the world's biggest emerging industries by powering the electrification journey with all the environmental and societal benefits it brings.

Working with a diverse mix of over 300 end clients including SSE, Scottish Power, Arnold Clark, BCA, Bentley, Toyota, Suez and Veolia, Fuuse is enabling the monitoring, maintenance, payments, energy optimisation, and controlling access to their charging infrastructure, which in turn powers over 100,000 vehicles who interact with our platform every month.

Together we process enough electricity to power the whole of the UK for an hour, and this is doubling every three months and payment processing exceeds £6 million a year.

Beginning as a team of four working on an Innovate UK grant during Covid we're now 65 highly-motivated and expert staff based across the UK and Ireland. In 2023 we grew by over 300% and aim to do the same again for the next few years.

This hyper-growth has attracted significant investor interest, and we recently closed a Series A round raising £8.7 million from YFM Equity Partners and our long-term backers Par Equity, which will power our path to profitability.

Our exciting journey comes with its challenges and its rewards. Every member of our team has share options and everyone can benefit from a rapidly changing workplace where opportunity, challenge and enjoyment are there at every turn.



The Role



Working closely with CCO and in line with the needs of the business, the Bid Manager will manage and provide support for tenders and commercial proposals

Identifying opportunities on which to submit bids and feeding into the decision over whether to bid for the work

Conducting detailed reviews of ITT documents and project requirements

Devising a successful strategy for winning a bid, including pinpointing the unique selling points (key differentiators) of your organisation, knowing your company's operating and profit margins and understanding the clients' specific requirements

Researching, writing and/or checking proposals, tailoring proposals to various client types

Working in conjunction with different teams to obtain all information required to compile the bid

Assessing and addressing the technical and commercial risks relating to the bid they are working on

Researching current and future market trends, assisting in bench marking activities

Taking the lead as person in charge for the continuous development and updating of proposal documents and bidding content

Responding to clients' and other stakeholders' queries before, during and after the bid has been submitted

Tracking bidding timeframes and making sure deadlines are met

If the bid is successful, briefing the teams who will carry out the project work, leading handovers

Creating and maintaining a comprehensive bid database for the development of bidding strategies

Other tasks may be required from time to time to assist the business.

Your Skills

Proven related experience and/or training, or equivalent combination of education and experience

Fluency in business English

Knowledge of the following areas is required:

Contract/Tender/or Project Management including proposal preparation and basic cost calculations.

Basic knowledge of EV/energy industry

Team player, with the ability to deliver to strict deadlines

Ability to work with accuracy and high attention to detail

Ability to analyse lengthy documents

Strong written skills



What we offer

- A competitive salary of up to £40,000 depending on experience
- 25 days holiday
- Flexible hours
- A workplace pension
- Access to Health Assured EAP Services
- Cycle to work scheme
- Company events
- A start-up environment where you'll have a voice in the business as we grow our products and services.

Apply now:

Send your CV to
people@fuuse.io

Fuuse
Fraser House
White Cross Business Park
Lancaster
Lancashire
LA1 4XQ

fuuse.io | 01524 68818



Fuuse