

## A career called “Bid Management”

By Larissa Cornelius (incoming Chair 2020/21)

This month’s newsletter is all about pursuing and growing your career in the bid/proposal profession. What better place than APMP to do just that.

This topic is particularly prevalent to me as APMP has been part of my career journey since 2010. The growth, knowledge, network and support system (mentors, mentees, friends...) has been invaluable in building a successful career in bid management.

It has not always been easy, but it sure has been an adventure. If you know me, you have probably heard me say this before (or seen my LinkedIn post), but it is true - **I may not have become a proposal person on purpose, but I have purposely chosen this as my career.**

I have gone from starting doe-eyed and uneducated in the ways of win to growing up the ranks from junior bid manager to running a large bid team and helping to win billions of Rands in business. This year has been a major change for me personally making the jump from employee to running a proposal consultancy. Bid management is a career and one that is in demand.

The current South African context and attention on procurement is moving us into an era of sales accountability. A shift is happening where organisations are beginning to understand, bid management may contain paperwork, but if done right, it is not just an administration centre. We play a strategic role in winning business. **We don’t just win bids; we create jobs and retain jobs.**

**PS: Whether you are thinking of starting a bidding career or well into your journey, save the date and join us on the 12 February 2020. APMP SA with Excellerate will host our first roundtable event covering “A career called Bid Management”.**

I am also celebrating achieving the highest certification level - APMP Professional. Now joining the ranks of another 175 worldwide (12 in South Africa) top certified bid professionals. A number that is growing and I encourage everyone to drive (along with the other levels) as we shout to the world:



**BID MANAGEMENT IS A  
SERIOUS AND SOUGHT-  
AFTER CAREER**

**- WE HELP YOU WIN!**

The bid/proposal profession consists of a diversity of roles such as bid managers, win strategists, editors, designers, coordinators, writers, administrators and a host of delightful variations and titles. It is a career full of deadline excitement, smart strategy, teamwork, pulling rabbits out of hats, a touch of compelling chemistry and art of persuasion. It is about understanding our customers underlying needs and adding value.

I am honoured to be part of this incredible organisation and challenging profession. I look forward to taking on the role of Chair, with a great committee over the next two years to helping drive the bid profession forward by promoting the professional growth of our members. With your help, I know we can make this a record two years to spread awareness, promote best practices and drive a strong code of ethics.

