



2026

Starts Here

**Welcome to Our
New Committee**





Maryke Otto

Chair

Maryke is a respected bid and proposal leader with over 15 years of experience delivering winning outcomes across complex, multi-country environments.

Renowned for turning complexity into clarity, she brings a powerful combination of strategic thinking, operational rigour, and emotional intelligence to bid leadership.

Maryke is dedicated to advancing the bid profession through best practice, governance, innovation, and continuous improvement.

She is a passionate mentor and people leader, with expertise spanning pursuit strategy, stakeholder engagement, compliance, quality management, value-led storytelling, and the practical application of AI in bidding. Her appointment as Chairperson reflects her proven leadership, commitment to service, and vision for a connected, future-ready APMP SSA community.





Belinda Engelbrecht

Portfolio: Website & Technology

Belinda is a driven and accomplished bid professional with more than 20 years of industry experience. She is known for her calm focus under pressure, and thrives in fast-paced, deadline-driven environments where adaptability and attention to detail are essential. Throughout her career, Belinda has been a strong advocate for sustainable ways of working. She believes that exceptional outcomes are achieved not only through strong creative delivery, but by fostering an environment where people feel supported, motivated, and able to grow.

Belinda has been actively involved in the APMP Community since she passed her foundation in 2011. She has been part of the committee for over 14 years.

In 2023 she was appointed as a Director, reflecting on her long-standing commitment in the community.





Laura Rispin

Portfolio: Social Media

Laura has been shaping bids and proposals since 2003. She earned her Proposal Management Practitioner Certification in 2017 and is a proud APMP Prestige Award winner in the Graphics category.

Known for her determination and reliability, Laura brings strong organisational skills to everything she does.

She has been an APMP member since 2013 and an active Committee member since 2024. Laura currently works as a Communications Specialist, aptly fitting the social media portfolio.





Margaret Vermeulen

Portfolio: Graphic Design

Margaret has found her calling in helping businesses craft proposals that don't just tick boxes—they tell stories that win.

As a Success Manager at nFold, she guides teams through the full bid lifecycle, bringing precision, strategic insight, and a passion for helping clients succeed.

She began her journey in proposal management as an intern and, with determination and the mentorship of seasoned professionals, worked her way to earning her CF APMP certification in 2022. Margaret has served on the committee for the past 2 years.





BOITSHEPO KOWA

Portfolio: Memberships

Boitshepo Kowa has over 10 years' experience in providing local and international support for all Bids & Tenders, RFI's, RFP's, RFQ's and Vendor Assessment Questionnaires. She has a passion for developing winning bids and Proposals and has managed bids for 11 different countries in Africa with the highest value of 4million USD.

Boitshepo has experience in different sectors including Facilities Management, Engineering and Architecture and is currently in the banking sector.

She is APMP certified and studying towards her Bachelor of Arts, majoring in Communication Science and Psychology.





ESTHER DOGBE

Portfolio: Memberships

Esther is a bids, proposals, and operations professional with over 15 years of experience. Her career has been shaped by a strong commitment to professional excellence, collaboration, and the advancement of best practice in bids and proposal management.

She currently serves as Channel and Bids Manager where she leads the development and delivery of compliant, high-quality, and strategically aligned proposals for clients across Ghana's public and private sectors.

Esther is an APMP Certified Professional and active member, committed to knowledge sharing, mentoring, and strengthening professional standards. Her goal on the APMP Sub-Saharan Africa

Chapter 2026 Committee is to contribute practical insight, support regional collaboration, and help elevate the visibility and impact of the profession across the continent.





ABBY MUNJURI

Portfolio: Memberships/Treasury (Support)

Abishak (Abby) is a Certified Proposal Management Professional and an experienced technology bid and proposal management leader with a strong track record delivering high-value, complex bids across Africa and Europe.

She is known for implementing structured, agile, and repeatable bid processes that improve win rates, proposal quality, and cross-functional collaboration. Her professional interests include proposal best practices, capability development, process optimization, and mentoring emerging proposal professionals.

Abby is passionate about contributing to the APMP community by sharing practical insights, strengthening regional proposal management standards, and supporting the growth of proposal professionals across Sub-Saharan Africa.





ANNELIZE SMIT

Portfolio: Treasurer & Secretary

Annelize Smit is an active contributor to the APMP Sub-Saharan Africa Chapter, where she plays a visible role in coordinating engagement and communication for chapter events and initiatives.

She serves as a primary point of connection for conference-related enquiries, sponsorship coordination, and community engagement.

Annelize supports APMP SSA's mission to elevate the professionalism of bid and proposal management across the region by helping facilitate collaboration between members, sponsors, and the broader business development community.





CONNIE SINGH

Portfolio: Events

Connie has over 25 years' experience within the ICT industry providing services and responding to tenders within the Public Sector across various service areas, and brings a wealth of knowledge and experience to the industry.

She has achieved both APMP foundation and practitioner certification and is currently shareholder and director at Nambiti Technologies Limpopo Pty Ltd.





NATALIE HIRSCHSON

Portfolio: Events

With 20+ years in executive support, bid management, and project coordination, Natalie specialises in bid compilation, executive assistance, stakeholder liaison, event planning, and administrative leadership.

She's coordinated major events, led tender submissions driving growth, and contributed to high-performing teams. Passionate about continuous learning, she applies a logical, solution-oriented mindset to every task, ensuring value, professionalism, and seamless executive support.

Always keen to learn, grow and develop new skills, she is very enthusiastic about the many opportunities to grow and become a part of a framework such as the APMP SSA committee that she believes enhances bid productivity and outputs.





JENELLE ALEXANDER

Portfolio: Newsletter & Articles

Jenelle is a bid and proposal professional with 14 years of experience across the construction and financial sectors.

She is particularly drawn to the challenge of developing compelling, client focused proposals that not only meet requirements but clearly articulate value and tell a persuasive story. She currently leads a proposals department, where she is responsible for overseeing the end-to-end proposal process - ensuring quality, compliance, and consistency while fostering strong collaboration across internal stakeholders.

She is committed to continuous improvement and professional development and is eager to contribute her experience and perspective in support of the APMP community.





**For further
information
contact**

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