

## **Company**

Merit is a technology company; we use innovation and engineering knowledge to design and construct bespoke buildings offsite. This expertise easily translates into complex projects in the healthcare, bioscience, pharmaceutical, aerospace and nuclear sectors. Our client portfolio includes familiar names such as the NHS, Rolls-Royce, Cell and Gene Therapy Catapult, Francis Crick and STERIS.

Due to an exponential period of growth, Merit's strategy is to build on its existing healthcare and bioscience portfolio with the launch of a new dedicated healthcare division. This strategy includes retaining existing frameworks as well as securing new frameworks.

## **Role**

Part of the senior leadership team, reporting to the Merit Health Board Sponsor. The role will involve the business development and operational management of health sector frameworks related to construction.

## **Business Development, Bids and Related Marketing & Communication**

- Developing healthcare client contacts and networks. Developing relationships with key organisations such as, DOH, NHS Estates, NHSE and NHSI, Construction Innovation Hub and many others.
- Developing network with framework providers particularly in healthcare.
- Understanding current and future profile of construction works across the NHS which could be procured through a variety of frameworks.
- Development of health sector bids and translation into bid content.
- Detailed commercial, contractual and programme understanding.
- Report and agree all bids and bid submissions including commercial, technical and programme at the correct stage of the bid adjudication process.
- Working in conjunction with the marketing and bid coordination teams developing standout bids.
- Presenting at internal and external events
- Attendance and feedback from any framework meetings

## **Contract Agreement**

- Leading and overseeing the collective Merit team to achieve a satisfactory contract agreement with the end client.
- Working in partnership with internal teams including design, estimating, procurement and finance to ensure contract documentation is accurate and operationally achievable.
- Handover of the contract in collaboration with the estimating and design teams to the manufacturing facility.

## **General**

- Act as Client sponsor for projects.
- Collaborate with manufacturing and operations team to gather feedback to improve bids, designs, programmes and contracts
- Produce appropriate bid adjudication reports, commercial reporting and business development reports.

## **Essential Skills and Experience**

- Strong leadership, recognising opportunities, championing ideas and people to deliver breakthrough results.
- Demonstrable creativity and innovation, finding meaningful connections, translating new ideas into workable solutions, going beyond accepted ideas
- Excellent thinking and problem solving skills, able to integrate intuition and complex data to make well reasoned conclusions and action plans
- Drive and initiative, overcoming obstacles and delivering on stretching objectives
- Strong priority setting skills, working with the end in mind, defining and understanding customers needs and setting priorities with those in mind
- High level of business acumen and track record of material commercial success
- Existing network of NHS clients relevant to this role
- Experience working and delivering a NHS construction framework eg. P22 or NHS SBS
- Experience of a wide range of construction contracts including NEC, JCT, ICE etc
- Past experience of design and/or construction of health facilities

## **Qualifications Essential**

Degree in a technical subject related to design and construction

## **Qualifications Desirable**

Member of a professional body relevant to the role

## **Ethos and Personality Profile**

We are looking for a champion of off-site manufacture, Design for Manufacture and modern methods of construction.