

## Confidential One-to-One Coaching and Mentoring Programme

A totally confidential one-to-one programme to help you win key tenders and proposals.

### Overview

A tailored programme designed specifically to suit your needs. This could include a combination of coaching to add knowledge and skills and mentoring to support you when applying your new skills and knowledge on live PQQs, tenders and proposals.

### Programme Content

- Initial discussion to identify areas where improvement is needed leading to an agreed bespoke coaching and mentoring programme
- Personal coaching sessions to improve knowledge and skills in each of the agreed areas
- Win That Contract training materials used including short exercises and further reading where appropriate
- Regular mentoring calls or meetings to help you implement new skills and knowledge including critiques of draft PQQs, tenders or proposals
- Regular performance improvement assessments

### Our Coach and Mentor



**David Harrison MCIPS:**  
Managing Director of Win That Contract

David has over 30 years of construction industry experience in senior management positions and is qualified in business development, bid management, procurement, project management and commercial management.

He has prepared hundreds of tenders, winning over £1bn worth of contracts in his career. David has developed a proven system and spends most of his time working on live tenders so fully understands what it takes to win in today's highly competitive market.

David is also engaged by public sector clients as lead consultant to procure professionals, contractors and suppliers. He designs tender documentation and evaluates the submissions and can share with you the inside track from an evaluator's perspective on what it takes to win contracts.

David is a very experienced coach and mentor with over 300 people receiving one-to-one support in the last 5 years.

### Dates and Time Commitment

When you start and finish and how much time you commit to this programme is entirely up to you, we are totally flexible.

### Price

Flexible packages available now to suit your requirements, timing and budget.

### Who should attend?

This programme is suitable for anyone who wants to improve their knowledge, skills and performance and is suitable for both inexperienced and experienced delegates.

### Reasons to attend

You will receive a copy of our unique Elite Bidders System which creates tenders and proposals that enable our clients to win 2 out of 3 tenders.

If you want to learn how to achieve similar success rates then you do not want to miss this programme.

### What delegates found most useful from 'Win That Contract' Programmes

"Win That Contract's services were instrumental in helping AVR win one of our largest ever contracts for a new multi-national client within a new sector beating some of the largest companies within our industry.

Meeting David was one of those chance meetings that has contributed to the incredible growth of the business in the last two years. He is not afraid of hard work or long hours and is a really nice guy and lovely to work with."

Helen Hall — Managing Director of AVR International Limited, Twyford.

### Booking

Please contact us on:

Telephone: 020 7692 4078 or

Email: [Jessica@winthatcontract.com](mailto:Jessica@winthatcontract.com)